









# HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 27

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

July 1

1916

QUALITY



ECONOMY

## Dealers Should Know the Advantages of Concrete

An intimate knowledge of the advantages of Concrete Construction — its fireproofness—permanence, durability and economy — would help you to increase your sales of Cement.

Information along these lines and how to use it is yours for the asking.

**Publicity Department**

**Canada Cement Company**  
Limited

399 Herald Building, Montreal

PERMANENCE

SATISFACTION



# What is Canada Doing?

“Hunting poor, miserable grafters from their rat holes! Playing small potato politics while her heroes die in the trenches! Wake up, Canada!”

So writes Agnes C. Laut in an article in the July issue of MacLean's Magazine, under the heading, "Canada's Greatest Service to the Empire." In this article Miss Laut, who is well-known to Canadians as the greatest woman journalist that this country has produced, deals with the problem of world trade after the war and the part that Canada must play in it. She asks

How many commercial attaches has Canada, in the United States, in South America, and Europe?

Big institutions like the National City Bank, the U.S. Steel Corporation, Fords and others now have yearly in training a hundred young college graduates being put through a practical course in banking, foreign exchange, foreign languages, mathematics, commerce, manufactures, to take their places in foreign centres after the war. How many has Canada in training? How many institutions in Canada are doing the same thing? Let me ask a more brutal question. Though Japanese and Chinese commerce are growing every day, though Japanese affairs may at any time become a war issue in Canada, has Canada one single native born Canadian official who speaks Japanese or Chinese? She hadn't when I was in Canada last year.

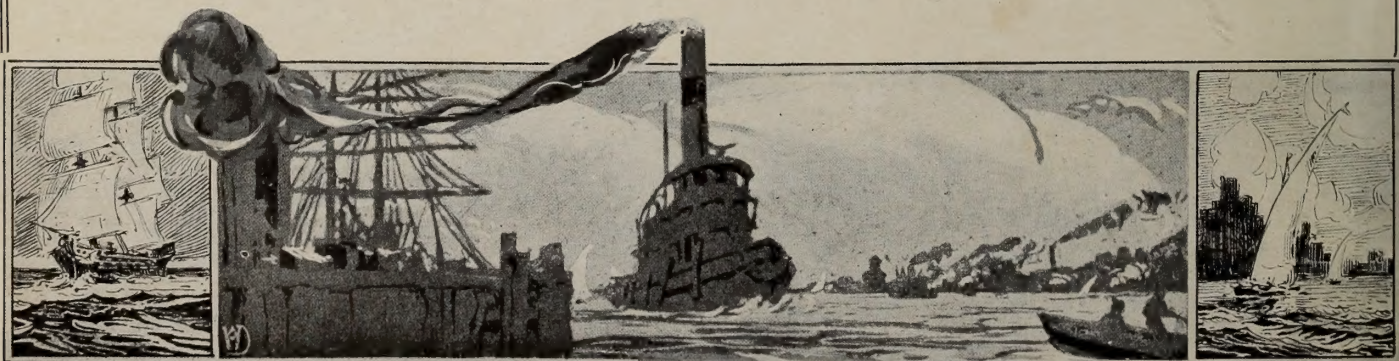
When the war is over, Uncle Sam will have thousands of trained experts to jump into the world's markets.

How many will Canada have?

This article is one that every business man in Canada should read. It has an appeal, a lesson. It is a clarion call to action.

Get a copy from your news dealer, or write to MacLean Publishing Co., 143-153 University Avenue, Toronto. Single copies, 15 cents. Yearly subscription price, \$1.50.

## MACLEAN'S MAGAZINE





**"P.&W.  
Co."**

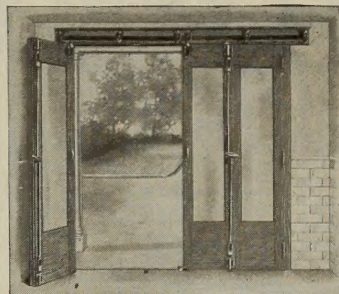
**PRECISION  
QUALITY  
DELIVERY**

*Guaranteed*

If your jobber cannot supply you, WRITE US DIRECT.

**Pratt & Whitney Company  
of Canada, Limited**  
Dundas, Ontario, Canada  
MONTREAL  
723 Drummond Bldg.  
VANCOUVER  
609 Bank of Ottawa Bldg.  
WINNIPEG  
1205 McArthur Bldg.

## Garage Doors that are Safe and Convenient

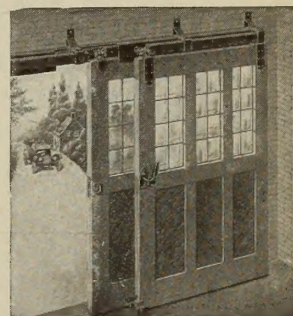


No. 435. Sliding Folding Door the **ANGLE DOOR**, or the **PARALLEL DOOR**, and write us for information.

For Garage Work, use nothing but  
**RICHARDS-WILCOX  
TROLLEY BALL-BEARING  
HANGERS**

Garage Doors Hung on hinges will sag and warp and are cause of frequent accidents.

If space will not permit using regular sliding door, consider

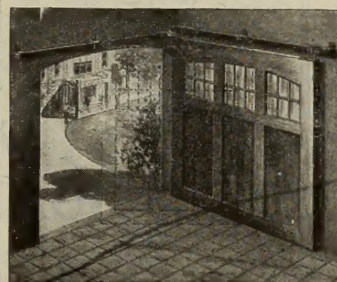


No. 251. Parallel Doors

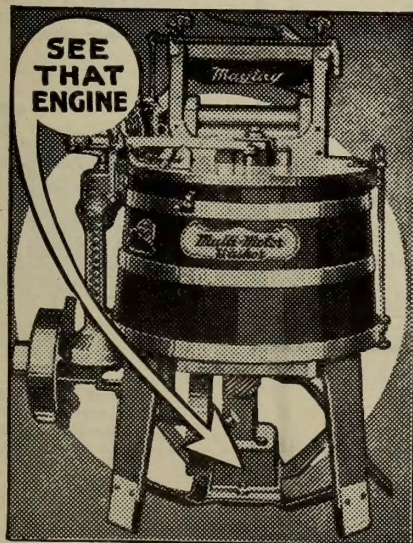
Our Flush Hangers make a sliding door as tight as a swing door.

Our book on Garage Door Equipment free for the asking.

**Richards-Wilcox**  
CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



No. 235. Angle Door



The Maytag Multi-Motor Washer Complete with Engine and Swing-ing Wringer.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

The Maytag Hand Power Washer Makes Easy the Heaviest Family Washing.



In addition to the above are two other washers, "The Maytag Power" equipped with pulley to be run with separate engine, and "The Maytag Electric" which are the

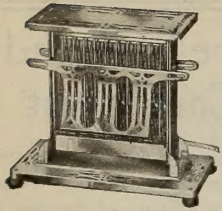
## Four Best Washing Machines in the World

Write for prices and particulars re exclusive contract and do it to-day—NOW.

## The Maytag Company, Limited, Winnipeg

*If interested, tear out this page and keep with letters to be answered.*





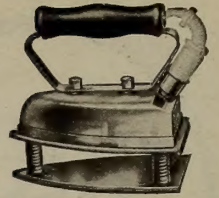
No. E944  
Electric Toaster  
Watts 340



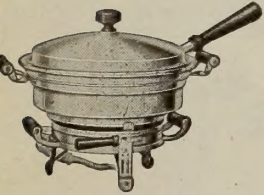
No. E906  
Electric Tea Ball Tea  
Pot, holds six cups,  
Watts 450



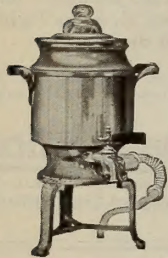
No. E9635  
Electric Coffee  
Percolator,  
Holds 5 cups,  
Watts 450



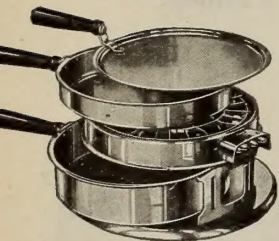
No. E905  
Electric Iron,  
Weight 6 pounds  
Watts 580



No. E9850  
Electric Combination  
Chafer and Disc Stove  
Watts 550 and 300



No. E916  
Electric Coffee Urn  
Holds six cups  
Watts 450



No. E984  
Electric 4-Heat Grill  
with three pans  
Watts 600 to 150



No. 102  
Vacuum Bottle  
Corrugated Green  
Enamel Case



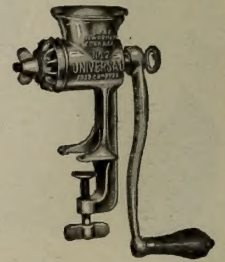
No. 1822  
Vacuum Carafe  
Adapted to all kinds of  
home use



No. 842  
Vacuum Tankard  
A graceful form for  
table service



No. 476  
Coffee Percolator  
Holds six cups  
Pure Aluminum



No. 2  
Food Chopper  
Capacity 2½ pounds  
per minute.



No. 25  
Butter Churn and  
Cream Whip,  
Capacity 3 Pints



No. 4  
Bread Mixer  
Family Size  
Capacity 2 to 6 loaves

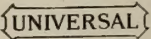
## Do You Know All the Universal Line?

The sweep of Universal products is so all-embracing in the character and variety of the goods of which it is composed, that unless particular care is taken some one of the many lines may escape your attention that would well merit careful consideration.

## UNIVERSAL HOME NEEDS

When one line under the trade name Universal has been found to give the best of satisfaction to yourself and your customers it is the part of wisdom to continue so far as it is possible with the other goods that you carry under the name whose quality you know.

We illustrate on this page, for your attention, only a fraction of the patterns in a few of the lines that are included under the well-known name Universal.

Look for this  Trade Mark

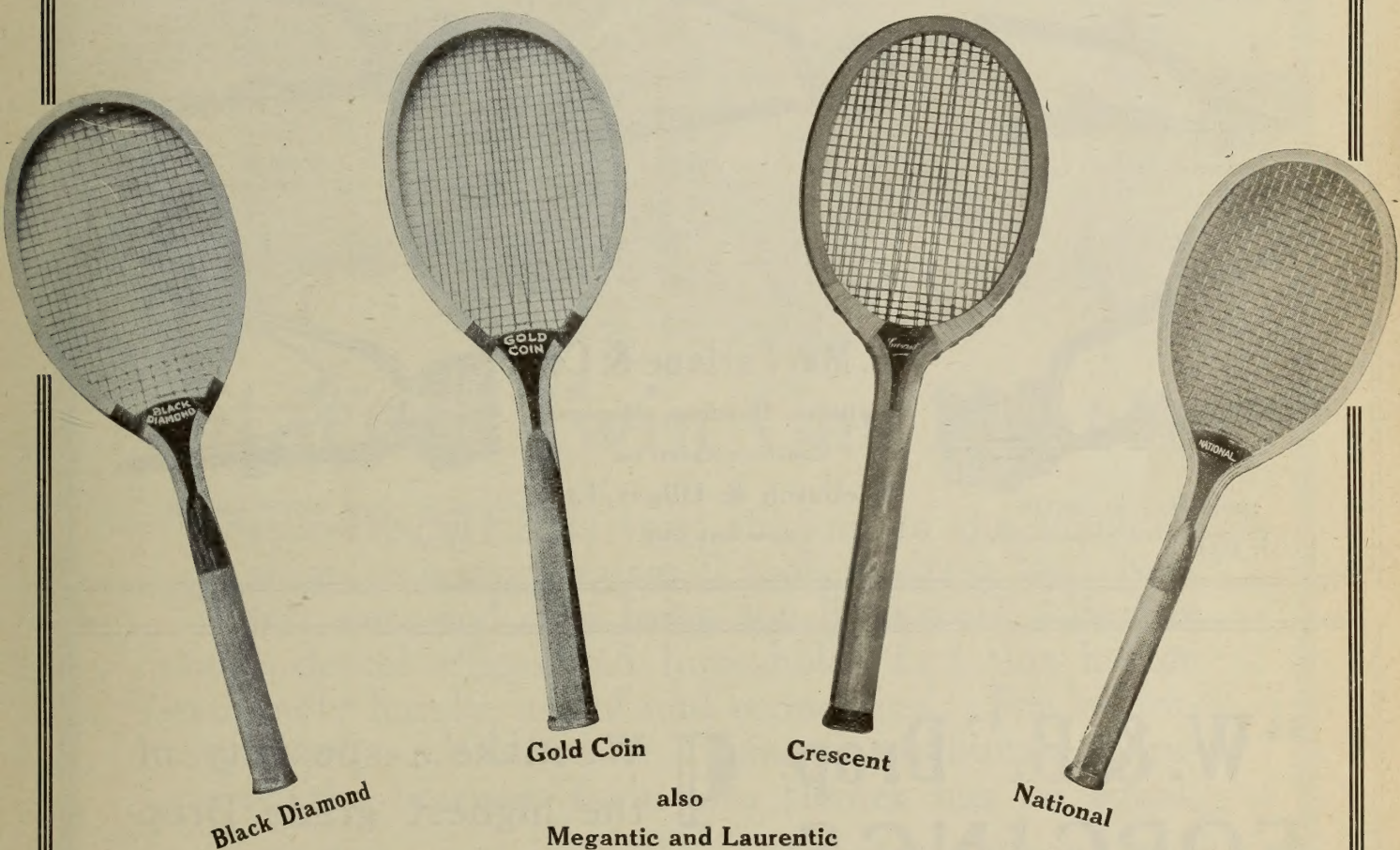
**Landers, Frary & Clark**  
NEW BRITAIN, CONN.

Canadian Representatives, A. Macfarlane & Co., Montreal



# TENNIS GOODS

If your stock is not completely up-to-date, our large and carefully-selected lines are at your immediate disposal.



Our Racquets, Both in Design and Construction, Adhere Strictly to the Ideas of Expert Players

**DRY COURT MARKERS, MARKING TAPES, BACK STOP NETS,  
TENNIS NETS, NET POSTS, TENNIS BALLS, RACQUET PRESSES,  
RACQUET HANDLE COVERS, RACQUET COVERS.**

Our line of SWINGS, CROQUET SETS, HAMMOCKS, LAWN and CAMP FURNITURE is complete.

*Write in for prices, or tell our Salesman your wants. We will ship promptly.*

## LEWIS BROS., LIMITED, MONTREAL

**EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS**

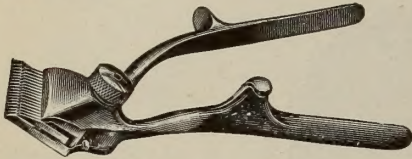
*If interested, tear out this page and keep with letters to be answered.*



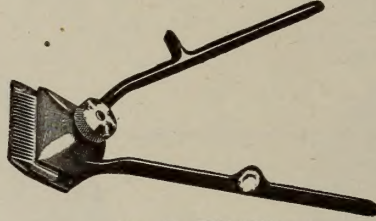
# PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

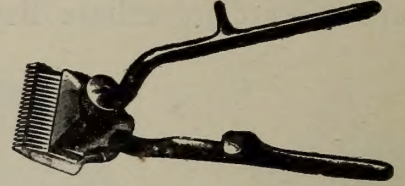
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



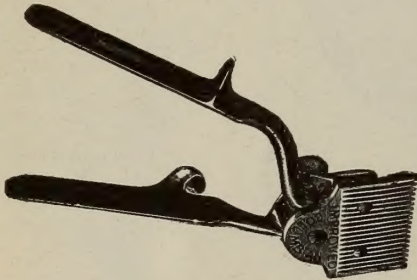
STANDARD No. 0, No. 1 and No. 2.  
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER  
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



SPEED  
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN  
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

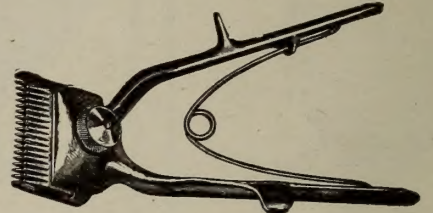
**A. MacFarlane & Co.**

Coristine Building, Montreal

Canadian Agents for

**Wiebusch & Hilger, Ltd.**

New York City



CADET  
with visible spring, retailing at about \$1.00.

## "W. & B." Drop FORGINGS

**W** We make a specialty of the highest grade Drop Forgings. Our exceptional capacity and equipment insure accurate forgings and prompt delivery.

The  
**Whitman & Barnes  
Manufacturing Co.**

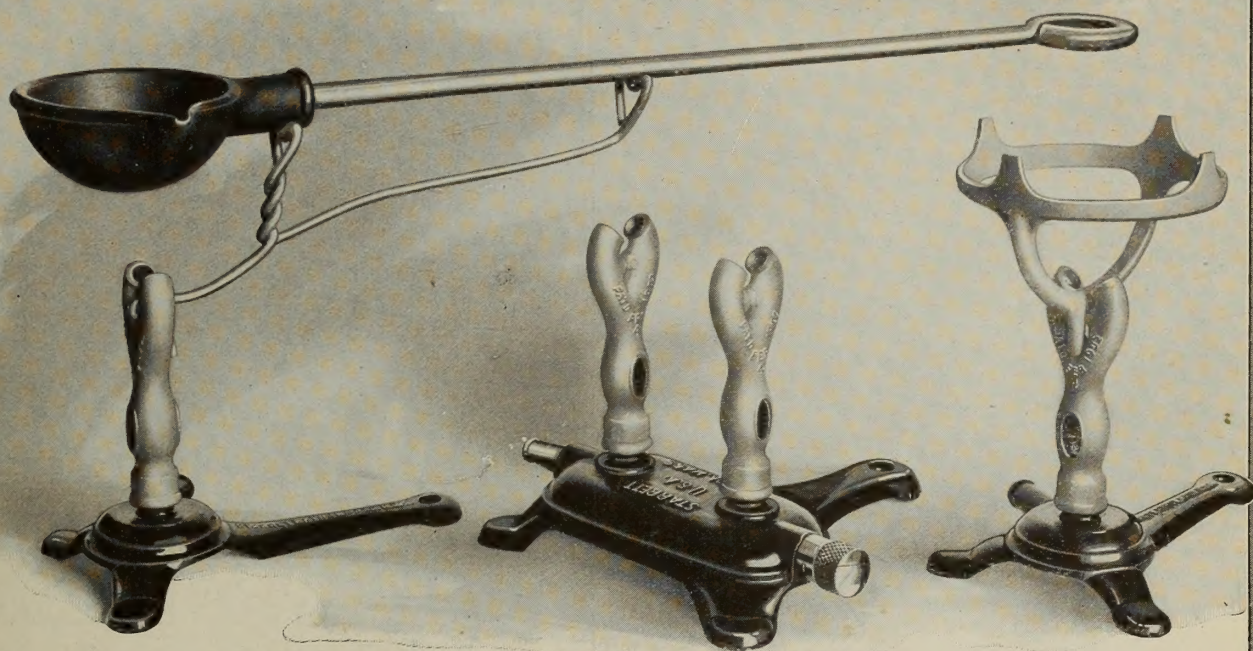
Established 1854

**St. Catharines, Ontario**

Send us Blue Prints on Special Forgings, three pounds and under in weight, and permit us to estimate on your requirements.

*If interested, tear out this page and keep with letters to be answered.*





# Starrett Twin Gas Heater

TRADE MARK  
REG. U.S. PAT. OFF.

THIS HEATER is very efficient in the machine shop for tempering small tools, melting lead, bab-bitt, etc., and as a forge for light work. Barber shops, dental offices and households find this heater extremely handy, useful and economical. For laboratory work and wherever a blue-flame burner is required the Starrett Twin Gas Heater has no equal.

Its effectiveness lies in its scientific construction. The gas and air is thoroughly mixed for perfect combustion while passing through the deflectors in base of tubes. The tubes cause the flames to penetrate each other at cross-angles, thus producing an intense heat, free from smoke and with no waste of gas.

## RETAIL PRICES

No. 100A	Burner only, without base . . . . .	\$0.75
No. 100B	One Burner with base . . . . .	1.00
No. 100C	Two Burners with base . . . . .	2.00
No. 100D	Three Burners with base . . . . .	3.00
No. 100E	Tool Holder only . . . . .	.15
No. 100F	Dish Holder . . . . .	.25
No. 100G	Ladle only . . . . .	.25
No. 100H	One Burner with Base, Tool Holder and Dish Holder . . . . .	1.40

Send for Free Starrett Catalog No. 21-MA Prices and Discounts.  
We deal direct with Hardware Stores



**The L. S. Starrett Co., Athol, Mass.**

"The World's Greatest Tool Makers"

London

New York

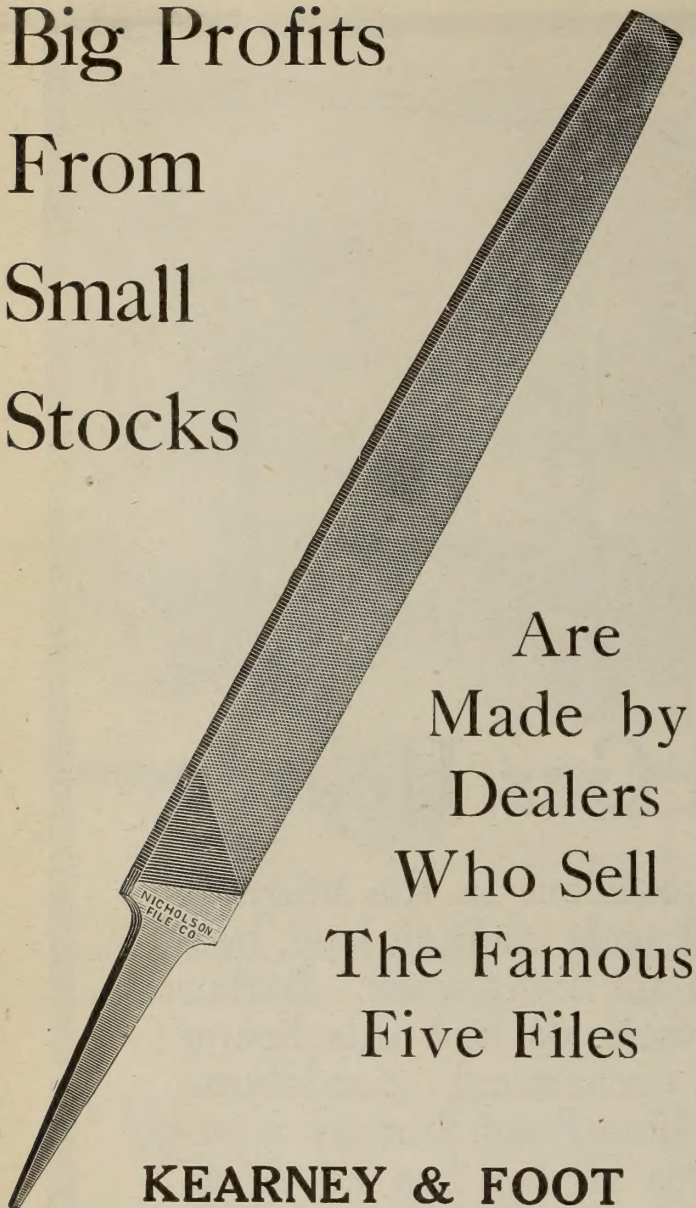
Chicago



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Big Profits  
From  
Small  
Stocks



Are  
Made by  
Dealers  
Who Sell  
The Famous  
Five Files

**KEARNEY & FOOT  
GREAT WESTERN  
AMERICAN  
ARCADE  
GLOBE**

*(Made in Canada)*

We carry at our warehouse and at jobbers throughout the country ample stocks of each file in our catalogue.

A dealer does not need to carry a big stock of the Famous Five in order to do a large turnover.

We would rather have a dealer turn over a small stock 12 times in a year than sell him a big stock once a year and have him carry over several numbers.

Dealers who sell the Famous Five do, on an average, 90% of the file business in their localities. If you are not doing this much business, the Famous Five will help you to improve your turnover in files.

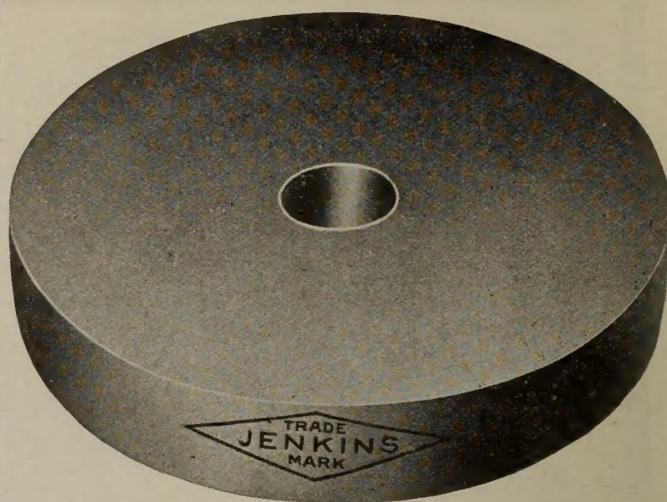
Write for catalogue and terms.

**NICHOLSON FILE COMPANY**

Port Hope

(Jobbers Everywhere)

Ontario



## JENKINS BROS.' PUMP VALVES

proved best and cheapest because of their long leakless service.

They are scientifically compounded from pure rubber and other ingredients to meet the imposed conditions exactly.

Whether your pumps are operating against a low or an extreme head in handling cold, warm or hot water, brine, naphtha, acids, ammonia, gritty water or other fluids, we can furnish the right Jenkins Bros.' Pump Valves to give the most economical duty possible.

Thousands upon thousands are daily proving their ability to stand up under all demands in the leading power and pumping plants in the country.

When ordering state diameter, thickness and size of hole in addition to head pumped against, the kind and maximum temperature of the fluid to be handled.

Write for No. 8 Jenkins Bros.' Catalog.

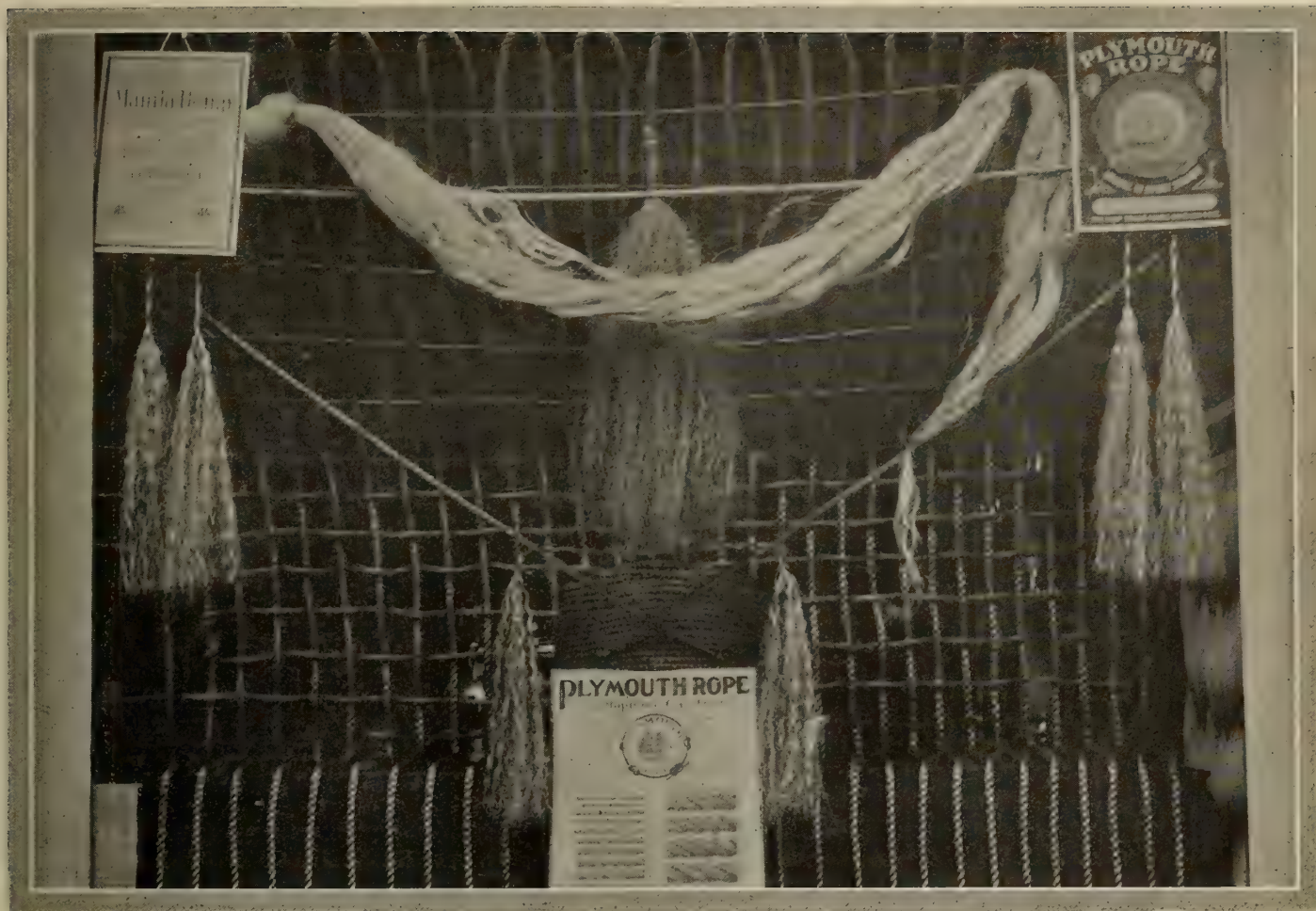
## JENKINS BROS.

LIMITED

103 St. Remi Street, Montreal

*If interested, tear out this page and keep with letters to be answered.*





This Plymouth Rope window display, installed recently by Wm. C. Hagen of Northfield, Minn., is the answer to any dealers who may have wondered whether rope and rope advertising alone would make an effective showing.

It is likewise the answer to any who may have wondered whether elaborate features are necessary in making a rope display attractive and interesting.

# Plymouth Manila Rope

is good to look at—shows its superior quality in its appearance.

Plymouth quickly brings new inquiries and new customers when displayed to advantage, as here. And a few simple features of arrangement, enforced by our advertising material, are the only things necessary.

If you already sell Plymouth Rope, this advertising is yours free for the asking.

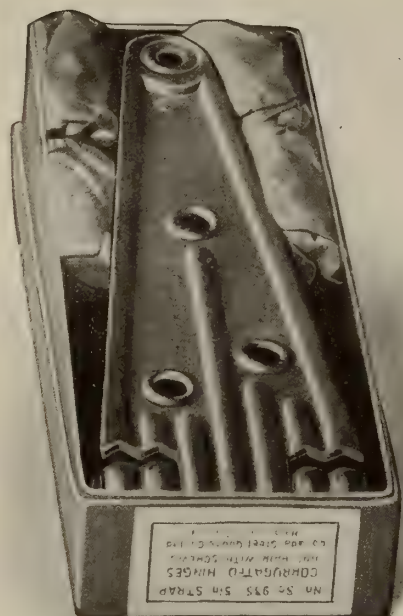
**PLYMOUTH CORDAGE COMPANY**  
NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE COMPANY, LIMITED  
TORONTO, CANADA CANADIAN AGENTS



*If interested, tear out this page and keep with letters to be answered.*





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges .....	" " "	SC 904
Heavy Strap Hinges ....	" " "	SC 209
Heavy Tee Hinges .....	" " "	SC 609

Corrugated Strap Hinges "	" "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.  
Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

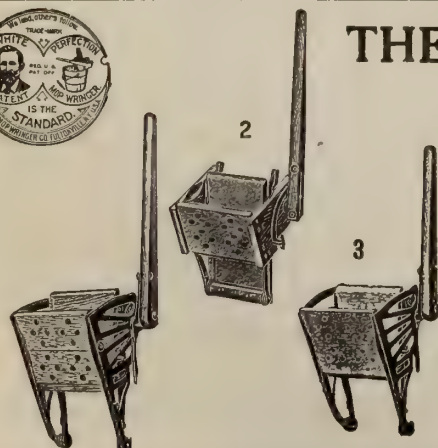
PEMBROKE

ONTARIO

MADE IN  
CANADA



It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.



## THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

**WHITE MOP WRINGER CO.**  
FULTONVILLE, N. Y.



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Quality



Service

# The Steel Company of Canada, Limited

## PRODUCTS

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### **FORGINGS**

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
Top Goods, Etc.

### **WIRE, ETC.**

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor  
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire  
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### **RAILWAY FASTENINGS**

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### **NAILS, SPIKES, RIVETS, ETC.**

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### **POLE LINE HARDWARE**

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### **BOLTS, NUTS AND WASHERS**

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### **WROUGHT PIPE**

Black and Galvanized Nipples and Couplings.

### **SCREWS**

Wood and Machine Steel, Brass and Bronze.


### **LEAD PRODUCTS**

Lead Pipe, White Lead, Shot and Putty

# The Steel Company of Canada, Limited



HAMILTON TORONTO



MONTREAL WINNIPEG



# Seven \$5,000.00 Ads

Consecutive full pages—more will follow—in  
The Saturday Evening Post

## The Slogans

- |      |     |   |
|------|-----|---|
| Dec. | 4.  | WITHOUT PAYING A CENT; TAKE THIS RAZOR HOME WITH YOU. |
| Jan. | 15. | PAY NOTHING—DEPOSIT NOTHING.                          |
| Mar. | 4.  | USE IT—THEN DECIDE.                                   |
| Apr. | 1.  | YOU PAY NOTHING TO TRY THIS RAZOR.                    |
| May  | 6.  | BORROW IT AND USE IT FOR 30 DAYS.                     |
| June | 3.  | BORROW THIS RAZOR AND TEST IT ON YOUR VACATION.       |
| July | 1.  | TRY IT OUT A MONTH—PAY AFTER YOU ARE SATISFIED.       |

## The Smashing Offer

*You lend an AutoStrop Safety Razor to any regular customer. Tell him to keep it for 30 days and then either return the razor or pay you \$5.00.*

*If your customer fails to return the razor or pay \$5.00, the AutoStrop Safety Razor Co., Ltd., will send you free of charge a new Safety Razor to make good your loss.*

For every AutoStrop Razor returned by a customer, we will send you a new one in exchange without cost.

When your Campaign is complete, if your stock of AutoStrop Razors is top heavy, we will take care of your surplus.

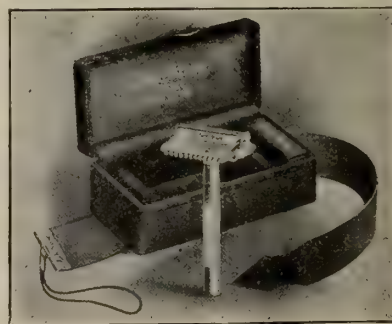
## The Opportunity

By our plan you can resell every self-shaver who owns any other style of razor. *That is where your big market is.*

Write for details to-day. If you have not benefited by the seven ads, don't lose the benefit of those to follow.

**AutoStrop Safety Razor Co.**  
**Limited**

83 Duke Street, TORONTO



*In this astounding offer we take all the risk*

*If interested, tear out this page and keep with letters to be answered.*

# An Appeal to Men of High Calibre

**H**AVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals*; or to put it more definitely, by the *Common people*. The spirit or impulses of *leaders* must pass downward—to the *Common people*.

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

**Y**OU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

**H**ERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price \$3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

## THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

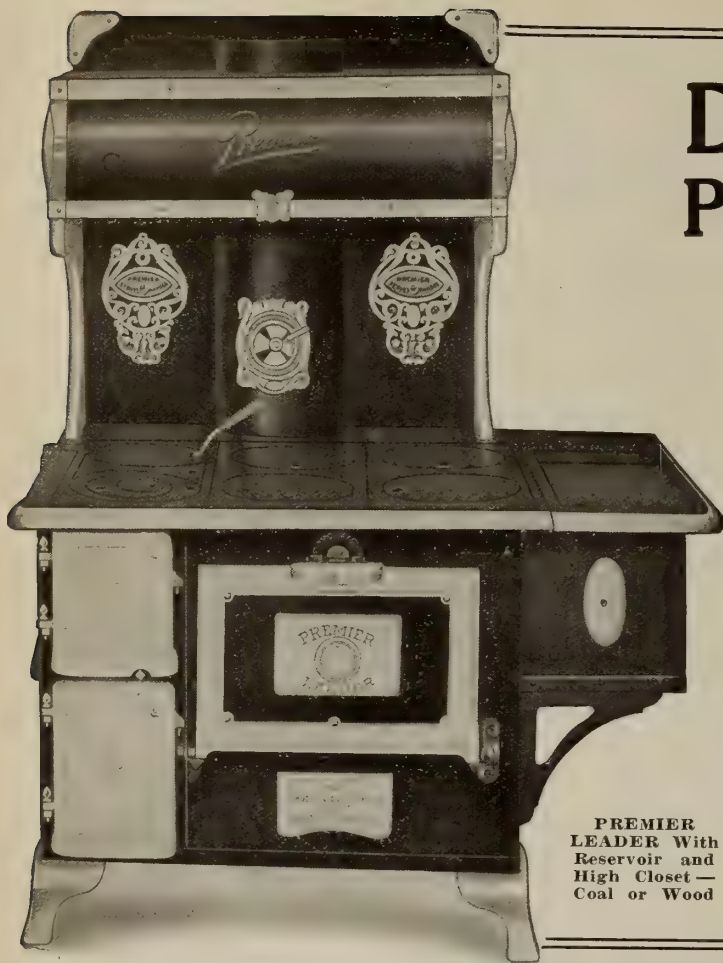
THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

.....1916.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....





**PREMIER  
LEADER With  
Reservoir and  
High Closet —  
Coal or Wood**

## DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

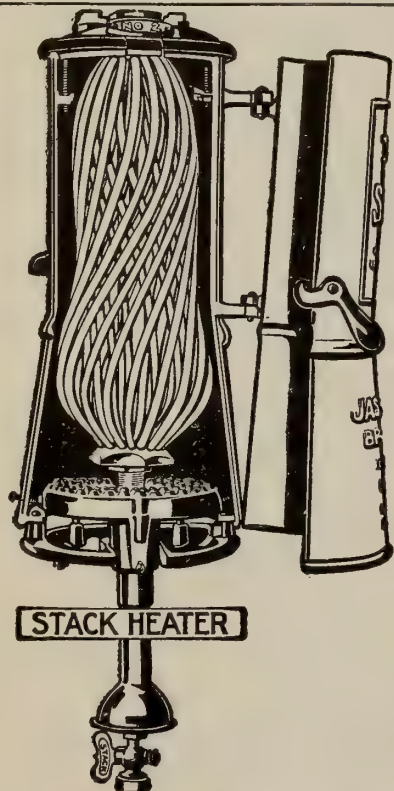
The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.  
Company, Limited**

**Toronto**

**MONTREAL**

**Winnipeg**



## STACK FACTS

**From Recent Tests Made by Various  
Gas Light Companies**

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

**James Morrison Brass Mfg. Co., Limited**  
93-97 Adelaide Street West, TORONTO

*If interested, tear out this page and keep with letters to be answered.*

*"Quality* **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

1885

"QUALITY FIRST"

1916

It Has Paid Us and Will Pay You

## GALVANIZED "EASTLAKE" SHINGLES



"EASTLAKE"

have made—and will make—more money for Canadian Hardwaremen than any other type of metal roofing.

The QUALITY Is There!

They satisfy your customer—they sell easily—they lay quickly—they make a good-looking roof—they are fireproof.

The Quality House is Safest—Think of Safety First

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**

## STAINLESS TABLE I·XL CUTLERY

Manufactured by

**GEO. WOSTENHOLM & SON**

4618T



4618T

Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath-brick and knife-cleaning boards.

Can be used on fruit or anything containing acids without fear of rust or terrible stains.

Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

**GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE**

**A. MACFARLANE & CO., Montreal, Canadian Representatives**

*If interested, tear out this page and keep with letters to be answered.*





When you want the best and want it in a hurry, order from us.

Eavestrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators and CORRUGATED IRON.

We also carry a large stock of Galvanized Sheets.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**



## High Quality TOOLS

that you'll find  
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

**Buck Brothers**  
Milbury, Mass., U.S.A.



## Fly Screen WIRE CLOTH

OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

*Sold by all Jobbers.*

**Order your supply now.**

*Catalog on request.*

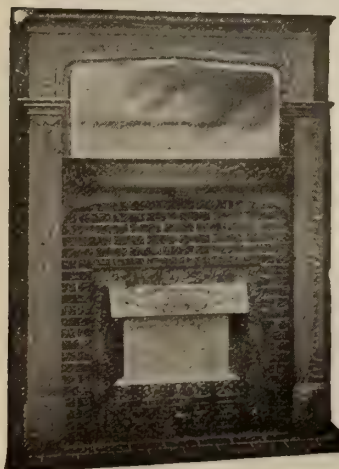
**CANADA WIRE & IRON  
GOODS CO.**

**Hamilton, Ont.**

**Eastern Representative:**

**H. E. O. BULL**

184 Mance St., Montreal, Que.



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

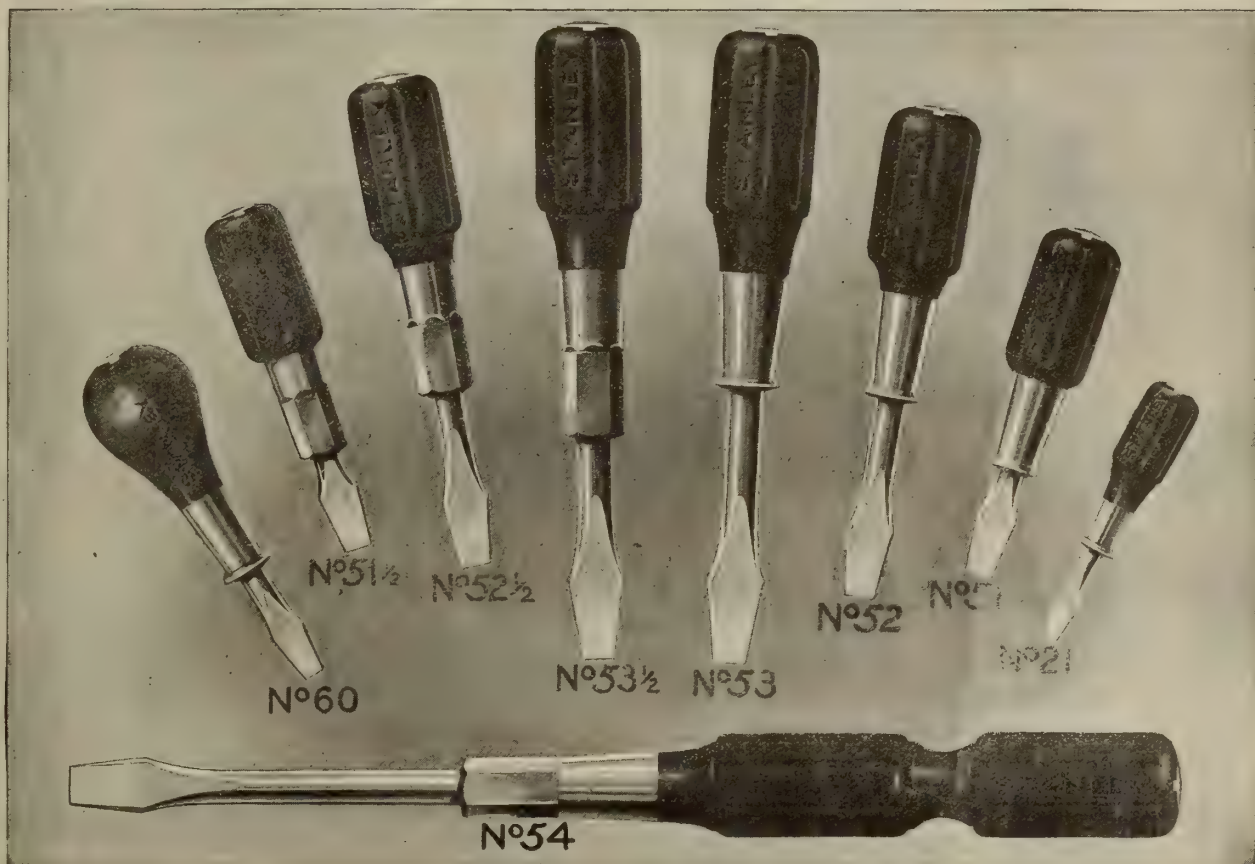
WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**

9 and 11 Pitt St. East, Windsor, Ont.







# Stanley Tools

*Made in Canada*

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21 shown at the extreme right of the picture — blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60 — shown at the left — only 1⅝-inch blade but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½—also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

We make other drivers. See Catalogue.

Address all communications to the



**STANLEY RULE & LEVEL CO.**  
**NEW BRITAIN. CONN. U.S.A.**



*If interested, tear out this page and keep with letters to be answered.*





## TWO LIVE WIRES

In this age of economy and true patriotism the average housewife wants goods that meet the present high cost of living. And she wants Canadian-made goods.

Are you prepared to meet her demand? Can you sell her heating appliances that will give her lasting satisfaction and build up your reputation for selling good goods?

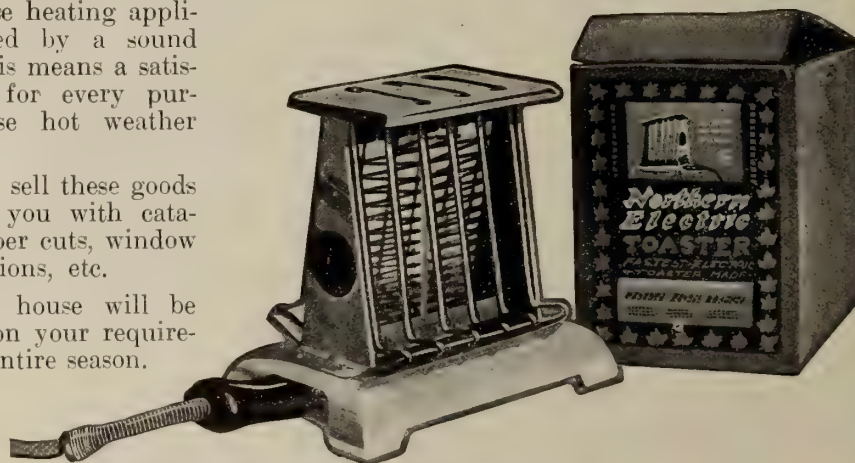
## *Northern Electric* IRONS AND TOASTERS

are a logical and profitable line for live hardware dealers to sell. They are attractive in appearance and are built to last. They sell at a price that meets the average consumer's purse and nets you a good profit.

Each of these heating appliances is backed by a sound guarantee. This means a satisfied customer for every purchaser of these hot weather helps.

We help you sell these goods by furnishing you with catalogues, newspaper cuts, window display suggestions, etc.

Our nearest house will be glad to quote on your requirements for the entire season.



**Northern Electric Company**

LIMITED

Montreal    Halifax    Toronto    Winnipeg  
Regina    Calgary    Vancouver

*If interested, tear out this page and keep with letters to be answered.*



# Popular Sporting Rifles

## The Ross

known the world over for accuracy.

Model "R" uses

the .303 British Cartridges. Highest grade steel barrel. Either .22 or 26 in. long fine Italian walnut pistol grip stock. Weight  $6\frac{3}{4}$  lbs.



## Ross .280 Calibre

High Grade, High Power, 26 in. rolled barrel, selected Italian stock. Weight  $7\frac{1}{2}$  lbs.



## Winchester

Model 1895

.303 Calibre

or .30 U.S.

Army. Box magazine holds 6 cartridges. Fine walnut stock. 28 in. rolled nickel steel barrel. Weight  $8\frac{1}{4}$  lbs.



## Winchester Self-Loading

.351 or .401 calibres,

20 in. rolled nickel

steel barrels, walnut

stock. Recoil ejects empty shell, cocks the hammer, and throws a fresh cartridge into the chamber.



*Order your sporting goods early. Our Arms and Ammunition Catalogue shows our full line.*

# Caverhill, Learmont & Co.

89 St. Peter Street, Montreal

*If interested, tear out this page and keep with letters to be answered.*





"Hello, Johnson's store? I'd like to try that DU PONT HAND TRAP you have in your window. I'll get some of the boys together and we'll take it to the camp."

RENT HIM THE

**DU PONT**

**Hand Trap**

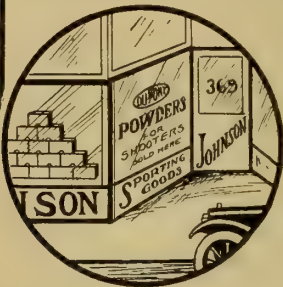
for a trial at the club, in camp, on the boat, or near the sportsman's home. Every rental means more profit on the trap and a sale of shells and targets.

### Get Him Started in the Game

Put a trapshooting supplies' trim in your windows. Catch the public eye. Tie your store to our promotion of trapshooting. Start the guns to working—renting the HAND TRAP is a "sure shot" scheme. TRY IT. Busy guns put dollars in your tills.

Order Du Pont Hand Traps of Dominion Cartridge Co., Montreal.

For window cards and trapshooting promotion helps, write to Sporting Powder Division.



**E. I. du Pont de Nemours & Company**  
Wilmington, Del., U.S.A.

"You're welcome to the trap. Come in and we'll fix you up for the shoot."



## Hardware Dealers!

Get the automobile accessory business in your district.

The Hardware Store is the logical place for the car owner to buy supplies.

Quick turnover—good profits.



### AEROFRAM

One of our fast selling accessories. Positively automatic; two to six miles more per gallon gasoline; smoother running motor; more power; more speed; less carbon; throttle lower.

**\$1.50.**

Write for Dealers' Wholesale Proposition.

**Hyslop Bros., Ltd.,** Shuter & Victoria Sts.  
**TORONTO**

We are positively headquarters in Canada for

## ACCESSORIES FOR FORD CARS

Dealers selling the Edwards line, consider it without an equal.

Reliability is the thing to-day. We make sure that our goods are capable of performing the highest duty before supplying them to the trade.

Our care, experience and guarantee protect you and your customers absolutely.

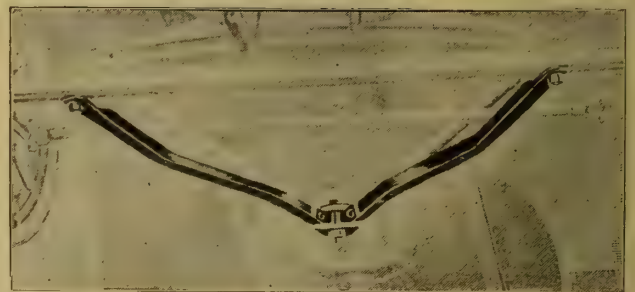
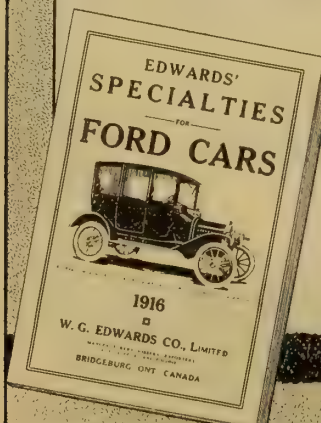
Send for this Book.

THE PROFIT IN THE EDWARDS LINE IS UNIQUE: our prices are lower and our service quick and efficient.

**W. G. Edwards Co. Limited**

Manufacturers, Jobbers, Exporters. Auto Supplies and Polishes.

Bridgeburg, Ontario



Every Automobile Owner Wants Protection Against Accidents

### Every Ford Owner is a good prospect for a LINE SUB-RADIUS ROD

because it insures radius rods from breaking—or bending—keeps the front axle in perfect line at all times. Stops the vibration of front axle, giving that steadiness to the steering wheel that heavier cars have. By eliminating the vibration of the axle it reduces wear on ball and socket on rear end of radius rods. It will make the car run much straighter and easier to steer, especially on roads that are rutted badly.

Simple, Dependable, Durable, and a Money Saver for the User.

A line that will pay you a handsome profit and bring you much business.

Manufactured by

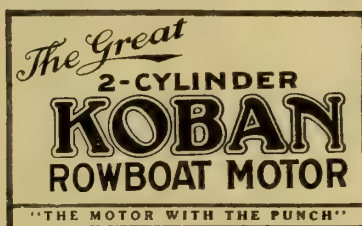
**Line, Hansen & Kimball Co.**

50 High Street - Moose Jaw, Sask.

If interested, tear out this page and keep with letters to be answered.



# THE WORLD'S BEST ROWBOAT MOTOR



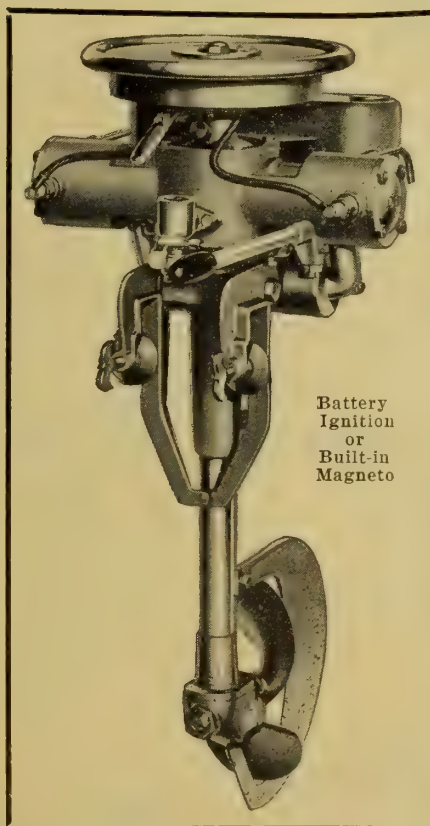
Canadian hardware dealers can build up a wonderful business with the great 2-cylinder KOBAN Rowboat motor. Absolutely unequalled by any other rowboat motor for speed, excess power, quiet running, perfect control, and satisfaction.

## ACKNOWLEDGED TO BE THE BEST

Has double the power—gives 50 per cent. more speed than other rowboat motors—vibrationless.

Opposed cylinders that fire simultaneously take up all shock—eliminate the disagreeable vibration found in all other rowboat motors. It's the only rowboat motor that does not shake the boat. Makes boating a pleasure as well as comfort.

Its simple and perfect construction make for



"Safety First" motor operation.

Absolutely dependable—easily started—easily managed—runs perfectly on all speeds from trolling to high—reverses by simply pressing button.

Has many new features—tilting device for shallow water, variable speeds—tiller at right side—waterproof timer—foolproof carburetor—thrust adjusting gear case—airplane type magneto, etc.

### A STRONG CANADIAN TRIBUTE TO THE KOBAN'S ABILITY

Harry Flowers, manager of the Sommerville Hardware Company, Edmonton, recently made an interesting test on Saskatchewan River, with the two-cylinder KOBAN Rowboat Motor. As a result of the test it was demonstrated that a speed of five miles an hour against a six-mile current could be made with the KOBAN motor attached to a 20-foot freight canoe. The test was put on for a gentleman who is taking the motor into the north country on survey work and had to have one that was absolutely dependable under all conditions. He decided to buy the KOBAN after making tests on another motor. The Sommerville Hardware Company are local selling agents at Edmonton for the KOBAN motor, and predict a very large sale for this season—EXTRACT FROM RECENT NEWS ITEM IN SOMMERVILLE NEWSPAPER.

Other enthusiastic Canadian local agencies are: Walter Dean, Foot of York street, Toronto; Cochrane Hardware Company, North Bay, Ontario; J. R. Mongenais, 1646 Hutchinson street, Montreal; J. E. McConnell, Lac Ste. Anne, Alberta; Easthope Brothers, 1729 Georgia street, Vancouver, British Columbia.

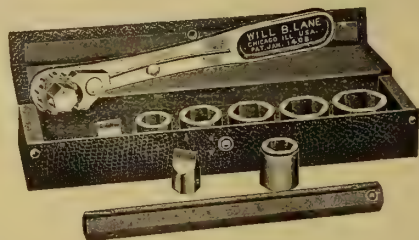
The KOBAN is your opportunity to add a profitable line to your store. Get the local agency for your town. It's the best rowboat motor seller on the market, because it is the best motor, gives the best service. Send for handsome catalog and other literature and be convinced.

## KOBAN MANUFACTURING COMPANY, 178 South Water Street, Milwaukee, Wis.

*If interested, tear out this page and keep with letters to be answered.*



## LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

**THE FORD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, **SIX SOCKETS** to fit all nuts and bolt heads on Ford car, including the cylinder head.



**STANDARD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from  $\frac{1}{4}$  to  $\frac{1}{2}$  in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to  $\frac{3}{8}$  in.

**WRITE FOR PRICES.**

**WILL B. LANE, 180 North Dearborn Street CHICAGO ILL.**

Carried in stock by: Lewis Bros., Ltd., Montreal; Marshall-Wells Hdwe. Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton; J. S. Mitchell & Co., Sherbrooke; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance, Ltd., Hamilton; Wood, Vallance, Ltd., Toronto; Wood, Vallance & Lewis, Calgary.

## Saves 90% of "Tire Troubles"

### ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS.

The Adamson operates different from all other vulcanizers — no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. **NO DANGER OF BURNING OR RUINING THE TIRES. AS WITH OTHER VULCANIZERS.**

With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.

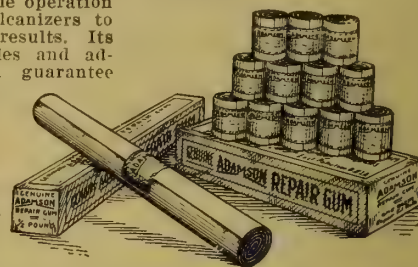
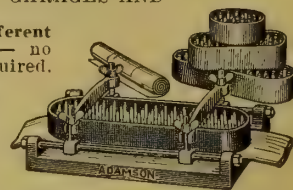
While this vulcanizer is just beginning to be pushed in Canada it is by no means new. There are over 500,000 in use—several times more than all other makes combined.

### ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure.

No cement is necessary. "It makes repair work a pleasure."

**CIRCULAR GIVING FULL INFORMATION YOURS FOR THE ASKING.**



**ADAMSON MANUFACTURING CO.**  
(7 Bay Street North, HAMILTON, ONT.)

## BUFFALO BRAND



## Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

**Prairie City Oil Company, Ltd.**  
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

## Here's Some More Profits for You!

FRANCO Flashlights are a mighty profitable line everywhere. They look well in the showcase and sell easily—the demand is big.



## FLASHLIGHTS

are definitely guaranteed to give your customers worth-while service and satisfaction. Prices are very reasonable, too.

There's a lot of dandy advertising matter — circulars, counter stands, window displays, lantern slides, etc., which help materially.

**WRITE FOR CATALOGUE AND PRICES.**

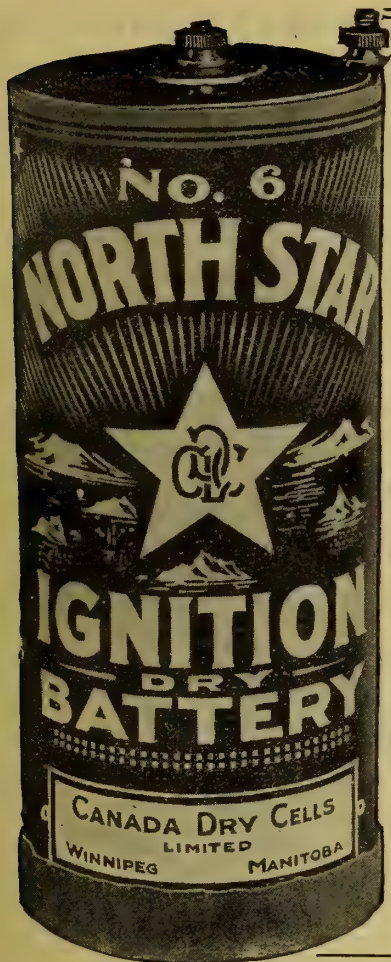
**Interstate Electric Novelty Co.**  
of Canada, Limited

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition

*If interested, tear out this page and keep with letters to be answered.*





**A**N ignition battery, unless it is absolutely dependable, is not worth selling or buying. It will make enemies quicker than almost anything else.

## “North Star” Dry Cells

Can be relied on—always. Let this fact become known to your customers, and they will return to you faithfully. Price is less a consideration than dependability. Your customer finds anything short of the very best very, very expensive.

*Your jobber will supply you quickly.*

THE WESTERN BATTERY FOR THE WESTERN NEED

**CANADA DRY CELLS Limited**  
WINNIPEG, MAN.

# BULL'S-EYE SALES

Are sales which satisfy your customers—which make them feel that they have received the utmost value for the price involved.

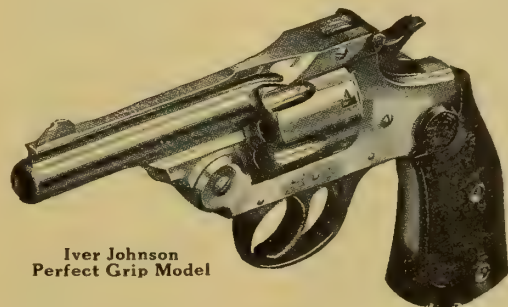
Successful dealers recognize this fact and seek to cultivate the customer's confidence. Now what does the revolver buyer want?

He wants a weapon which will shoot straight in an emergency. He wants a weapon with smashing power. And he wants a revolver which is **AUTOMATICALLY SAFE** against accidental discharge.

Every buyer of an Iver Johnson Safety Automatic Revolver is buying such a combination. The **HAMMER THE HAMMER** feature makes the Iver Johnson perfectly safe. The Iver Johnson has all the essential refinements which tell under test.

Every buyer of an Iver Johnson is a satisfied customer.

Do you handle the line at your store?



Iver Johnson  
Perfect Grip Model

**IVER JOHNSON'S ARMS & CYCLE WORKS**

350 RIVER STREET, FITCHBURG, MASS.

Makers of Iver Johnson Champion Shotguns, Bicycles and Motorcycles

*If interested, tear out this page and keep with letters to be answered.*



# A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel  
28 Gauge, 26 or 28 inch Barrel  
.45 Caliber, 26 inch Barrel  
.44 Caliber, 26 inch Barrel  
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

## Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

OFFICIAL  
AWARD  
RIBBON



PANAMA PACIFIC  
INTERNATIONAL  
EXPOSITION  
SAN FRANCISCO  
1915

President  
H. S. G. H.  
PRESIDENT OF THE SUPERIOR JURY

Director of Exhibits  
O. B. Smith

SECTY OF THE INTERNATIONAL  
AWARD SYSTEM

MEDAL  
OF  
HONOR  
DEPARTMENT OF  
MANUFACTURES AND  
VARIED INDUSTRIES

Chief

## TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG  
NO. 55.

## TRIMONT MFG. CO.

55-71 Amory Street  
Roxbury, Mass.  
U.S.A.



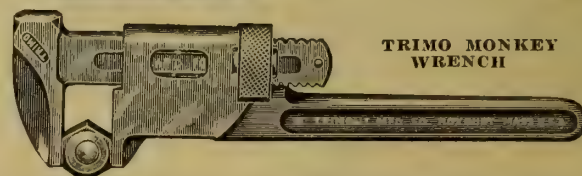
TRIMO PIPE WRENCH  
WOOD HANDLE



TRIMO PIPE WRENCH  
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY  
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

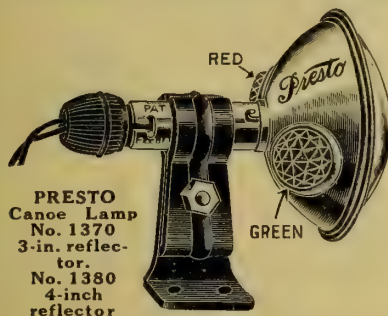
If interested, tear out this page and keep with letters to be answered.



# Presto Electric Lamps

An electric lamp (searchlight) for your bicycle or canoe is just what you need this summer. Presto lamps are attractively made, durable, handy and easy to operate. They throw a strong, clear light. Fit a Presto Lamp to your bicycle or canoe—notice the handy, easy-operating socket switch. Turn the light on or off by simply turning knurled switch plug to right or left. Avoid collisions on the water—make a safe landing—pick the even, smooth path while on your bicycle. See your hardware man to-day—if he can't supply you, write us.

## Presto Electric Canoe Lamp



This lamp is a beauty. Equipped with a large, nickel reflector, black enameled bracket to hold lamp in place and two feet of wire with battery terminals fitted at the end. The lamp comes to you all ready for immediate attachment to dry cell batteries.

It has either a three-inch or a four-inch concave-convex lens which throws a good, strong, clear light ahead. Two jewels are set in the rear of the reflector, the red to the left and the green to the right, for signal purposes for approaching boats.

## Presto Electric Bicycle Lamp

This lamp is strongly made of extra fine materials, and throws a strong, white light ahead. Four different models to choose from. No. 1073 PRESTO BICYCLE LAMP, 3-inch bull's-eye lens, with single-cell battery container. No. 1072, same as No. 1070, but equipped with double-cell battery container. No. 1080 PRESTO BICYCLE LAMP, 4-inch bull's-eye lens, with single-cell battery container.

No. 1382, same as No. 1080, but equipped with double-cell battery container.

The adjustable bracket fits any handle-bar and can be adjusted so as to throw the light the distance desired. The Presto Electric Bicycle Lamp is always ready for an instant response, and is the safest light made. Every bicycle rider should have one of these lamps.

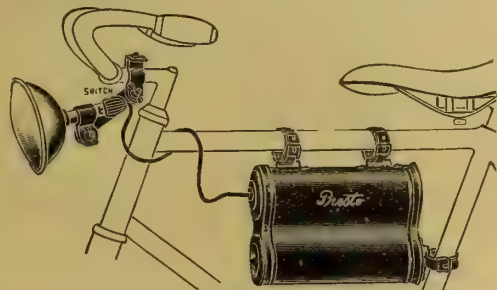
### DEALERS AND JOBBERS

Write us to-day for catalog and terms. The complete Presto Line contains over 100 articles—useful articles that are selling fast. Manufactured by —

**Metal Specialties Mfg. Company**  
734-738 W. Monroe St., Chicago, Ill., U.S.A.

#### Distributed in Canada by

Ontario—W. B. Morris, 16 King St. Toronto. Quebec and Maritime Provinces—H. Wheeler, 19 Phillips Sq., Montreal. Manitoba, Alberta and Saskatchewan—H. S. Mussett Co., Winnipeg. British Columbia—A. F. Chambers, 18 Fairfield Bldg., Vancouver, B.C.



PRESTO ELECTRIC BICYCLE LAMP No. 1082

## Revolver Salesmen:

Here's another of those newspaper advertisements we have ready for you.

If you have one or more of the series on hand you'll be PREPARED to start some PROTECTION advertising in the first issue of your local paper following a "burglar scare" or other crime wave that sets people thinking.

This means YOU get the revolver business.



*You Need a  
"COLT" in Your  
Home*

ORDER a "Colt" now and at the first opportunity teach your wife and the other members of your household how to handle it.

The "Colt" is automatically and positively secure, is free from all danger of accidental discharge. Can't be fired until the trigger is purposely pulled. Explain this feature. The "Colt" is absolutely certain to fire only when you want to fire it.

Don't neglect to furnish your family with adequate means of protecting themselves against danger.

The most adequate means of all is a "Colt."

(Space for Dealer's Name Here.)

**Colt's Patent Fire Arms  
Manufacturing Co.**

Hartford, Conn.

U.S.A.

or A. MacFARLANE & CO., LIMITED  
Coristine Building - - - Montreal, Canada

*If interested, tear out this page and keep with letters to be answered.*





**“KEYSTONE”  
BROOMS AND BRUSHES**

bring repeat orders from our customers. They make your brush trade a profitable end of your business.

Whether it is a shoe brush, a stove brush, a scrub brush, or a whisk, if it bears the “Keystone” trade mark it is the best you can offer at the price.

And you can sell at a moderate price to net you a handsome profit.

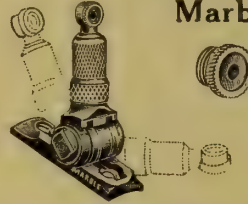
Write for prices, etc.  
**STEVENS-HEPNER CO.  
LIMITED**  
Port Elgin, Ont.

Get prices and information about the “Nugget” Broom and the rest of the famous Keystone Brand Brooms and Brushes.

## TRADE MARK MARBLE'S RIFLE SIGHTS

are advertised and sold the world over—used and recommended by the world's greatest sportsmen. No arguments are needed to sell them to the man who “knows”—just show them, that's all!

### Marble's Flexible Rear Sight



—the sight that can't break. Spring hinge permits sight to give when struck—flies back to position instantly. Locks down flat if desired and can be instantly raised by touching the lock-nut.

Sells at \$3.00, allowing the dealer the right profit.

### MARBLE'S DUPLEX SIGHT



Coarse Bead Up

This unique and popular sight embodies both fine and coarse beads. 1/16 in. “gold” bead for target practice and game in ordinary light and on snow. 3/8 in. white enamel bead for uncertain light and cloudy days. Note illustrations. List price, \$1.50.



Coarse Bead Folded

### TRADE SUPPLIED BY JOBBERS

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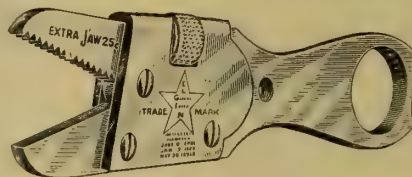
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# STERLING FURNACE



CARLETON PLACE

WINNIPEG

## —By way of introduction

**Y**OU know better than we can tell you that scores of families in your territory with furnaces in their homes are not perfectly satisfied with the heating of their homes. Some furnaces will not deliver the heat required of them. Others are coal fiends; and the great majority fail to provide a moisture-laden heat—the only right kind, the kind absolutely necessary for the health of the home.

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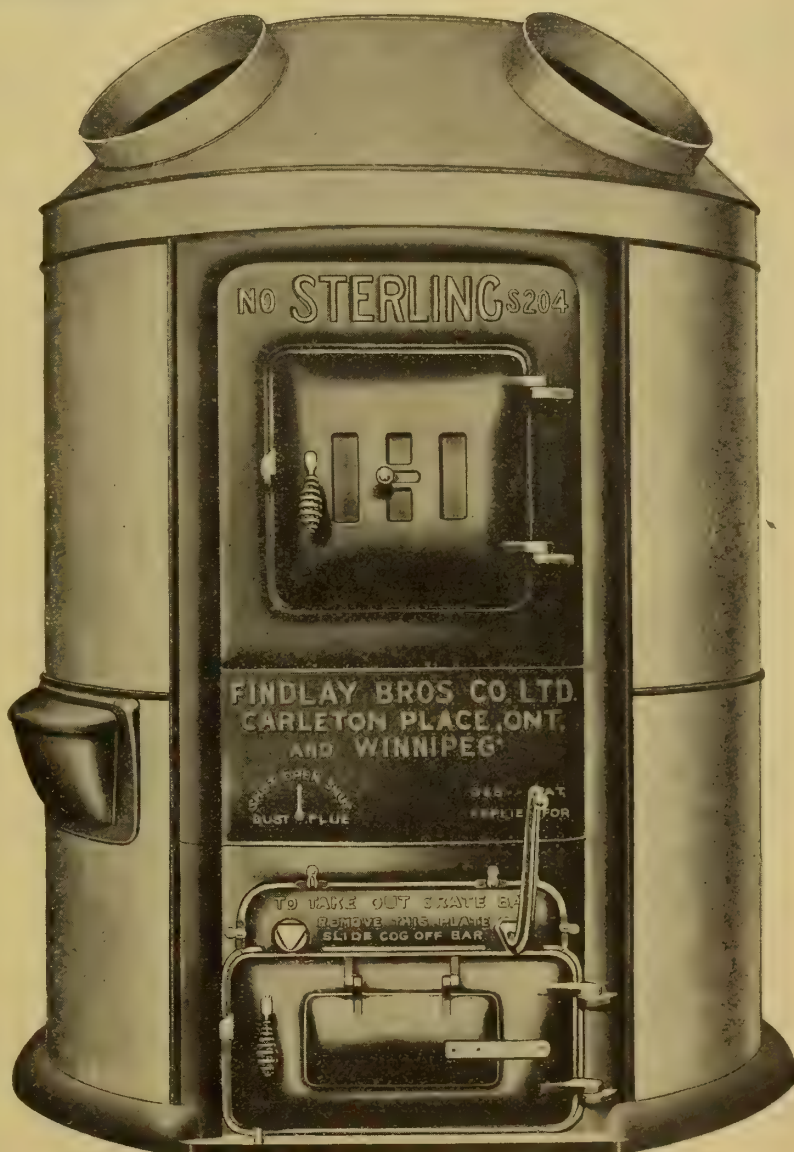
There is something more we want of you. Just to know all about the **STERLING FURNACE** is not enough. We want

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We are ready to stand behind you as no other firm in Canada making furnaces will or can—this because we have the best furnace made.

**T**HIS sounds like bragging. It would be bragging if we couldn't back up our claim. You know a good deal about furnaces, and it is *you, a man who knows*, that we must convince, and believe can convince.

The illustration of the Sterling Furnaces shown in this advertisement tells you something of the outside, but not of the inside. Send for our booklet. It tells the full story.



**Our Next Ad.** will show you two inside views of the **STERLING FURNACE**, and in watch or man or furnace it is what is inside that counts most.

**Findlay Bros. Co., Ltd.,** CARLETON PLACE  
AND WINNIPEG

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**Montreal, P. Q.** **Limited**

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*28 "Service" Branches Throughout Canada.*



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, JULY 1, 1916

No. 27

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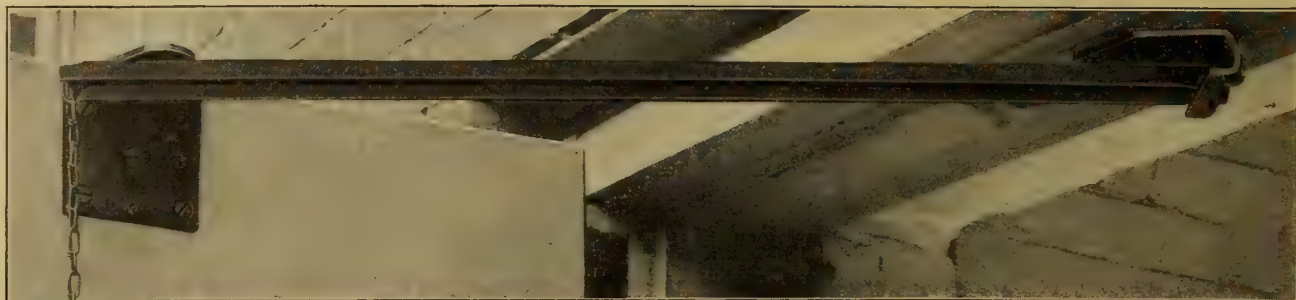
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**I**T is made by the largest manufacturer of wrought steel hardware in the world; it is simple in construction, positive in action, and can't get out of order.

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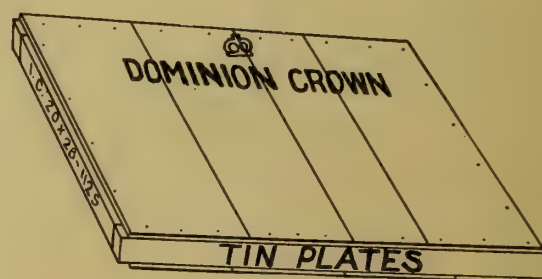
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## Bicycle Sales Will Increase 50 p.c. in 1916

*Authorities on the Question Estimate Between 33,000 and 35,000 Will be Sold This Year  
—Average for Other Years From 22,000 to 25,000—Two Manufacturers  
Alone Will Handle Over a Million Dollars' Worth*

**T**HERE will be approximately 33,000 bicycles sold in Canada this year," said the manager of the bicycle department of a Toronto company, one of the largest makers of bicycles in Canada, to a representative of Hardware and Metal. "Prior to this year the output of bicycles in Canada was between 22,000 and 25,000. This will represent an increase of fully 50 per cent over the business of previous years. The season for bicycles is now well advanced. There will be two or three months yet in which there will be a good demand. But we have advanced far enough into the season to form a pretty fairly accurate estimate of the number of bicycles that will be taken up by the consuming public in Canada. Already our sales so far this year have been ten per cent. greater than the whole of last year. And there are still two or three months in which the sale of bicycles will continue. We now have a clear road to eclipse by a

wide margin the returns for any previous year.

"One of the difficulties has been to secure the men to put the bicycles together quickly enough to meet the demand. On Saturday last between the hours of 4.30 and 6 o'clock in the evening we had orders by wire for 65 bicycles. One of these orders was for a shipment of seventeen bicycles. Another was for thirty-two wheels. Both of these orders came from Montreal. But it is not alone from the Eastern section of the Dominion that the orders are coming. One of the wire orders referred to as having been received in the closing business hours of Saturday came from Windsor. Every section of the Dominion has turned its attention to the bicycling sport.

### Revival of Interest

"There are several reasons which, in our estimation, account for the revival of interest in bicycling," "In the first

place there is more money around this year than ever before. There have been many enlistments of married men. Many of these with a considerable number of children in the family find themselves better off financially than they ever were. Their wives and families have more money to spend in consequence. When there is any surplus money in the family exchequer the children are the first to benefit. With the gradual reduction in the price of bicycles until they are now at a very popular price, it makes it possible for the young boys who are just under military age to reap the benefit of their father's increased income.

"Then too there is more money being put into circulation through industrial sources than at any previous time. With all the manufacturers busy on orders of various kinds good money is being paid to the employees and this makes possible increased expenditures for bicycles and other articles of a similar nature.



*Display of Motor Accessories in window of James Walker Hardware Company, Montreal.*



"The most popular bicycle is the one which retails around \$30. There has been a big reduction in the price of bicycles in the past few years and on the whole a better bicycle is being turned out than ever before. Bicycles at the present time range in price all the way from \$21.50 up to \$38, wholesale price. These retail from \$27 to \$50. Bicycle parts have become so standardized that it is now possible to interchange the parts of one make of bicycle for those of almost any other of recent manufacture. Hubs, spokes, rims, handle bars and other parts can be supplied by almost any firm that handles bicycles for almost any make of wheel. This standardization has helped greatly to cheapen the cost of the bicycle."

#### Bicycle Tubing Hard to Get

One of the Toronto manufacturers stated that some manufacturers are finding it difficult to get all the steel tubing they require for the manufacture of bicycles. As yet this article has not been manufactured in Canada. Almost the entire amount of steel tubing used in Canadian bicycles comes from tube mills in Ohio. Steel manufacturers on the other side of the international line have been giving their attention to the manufacture of heavier steel used in munitions. They find it less costly to handle this business as compared with the more complicated process of drawing the steel into tubes for bicycles. One manufacturer in particular anticipated his demands for the future and in the fall of 1915 placed orders covering his estimated needs for two years. Other manufacturers have not been so fortunately situated and as a result have not been able to get deliveries of steel tubing at the time and as readily as they would like.

#### Bicycle Trade a Big One

For the present year alone the output of two concerns in Canada will reach well on toward a million dollars. The value of the 33,000 bicycles which it is estimated will be brought by Canadians this year will at the least amount to \$800,000. This is placing the manufacturers' cost at the lowest figure, in the neighborhood of \$22. There will be many higher-priced bicycles sold, which together with the bicycle accessories carried will make the total for two firms well over the million dollars.

#### Shortage of Expert Help

The problem of securing expert help has been a difficult one to solve for most of the manufacturers. With enlistments there has necessarily followed a shortage. Most of the concerns are working short-handed and are doing their best to turn out the orders as they arrive. But they are accepting the situation

## Statement from Martin-Senour Co.

*Circular Letter Sent to the Trade by the Vice-President and Managing Director of the Company*

A copy of a circular letter sent to the trade by the Martin-Senour Co., has been forwarded to Hardware and Metal. The letter, which is signed by W. H. Gerke, vice-president and managing director reads as follows:

"In the issue of Hardware and Metal dated June 17th, 1916, there appeared an unauthorized article reporting a merging of interests between the Martin-Senour Co., and the Sherwin-Williams Co., of Canada. As stated this article was not authorized by myself or any of

Canada both active and prospective, that the Martin-Senour Co., will continue its operations in the Canadian Paint and Varnish field after exactly the same policies and principles as laid down when our Company was first organized in Canada in 1905.

I want to give personal assurance to all of our customers that our interest in the development of the paint and varnish trade through the channels of the hardware and general store dealer will be continued along the same progressive lines as followed during the past 10 years. To our dealer agents throughout Canada I desire to say emphatically and without entering into lengthy detail, that there will be no change in the policies or personnel of the Martin-Senour Co., that will in any manner affect their past relations with us or in any way lessen the opportunities which they have enjoyed in the past in taking both pleasure and profit out of their connection with us. On the contrary it is our intention to continue unabated our policy of assisting our dealer agents in the development of their paint and varnish departments by continuing to supply goods of the very highest quality it is possible to make, to continue an aggressive and up-to-the-minute advertising policy, and to render to them a service and cooperation that is second to none in Canada.

In conclusion I ask of our customers, to not give ear to statements of a misleading nature that are likely to be made and designed only to further individual interests. Respectfully submitted,

The Martin-Senour Co., Limited,  
W. H. Gerke,  
Vice-president and managing  
director"



W. H. GERKE  
Vice-President and Managing Director  
The Martin-Senour Co., Ltd.

the officers connected with my Company, and I desire at this time to give assurance to our many friends in the trade as well as our dealer agents throughout

with good grace and are making the best of it.

Improvements in machinery within the past two years have helped greatly to simplify the labor problem. One of the inventions which has proved a great labor saver is a power screw-driver for the purpose of tightening the heads on the spoked on the inside of the rim. Formerly the process was done by a hand screw driver. Now the driver is placed in a small chuck and a belt gives it the necessary power. When the head of the spoke is tightened sufficiently it automatically throws the driver out of action, so that there is no danger of

making the spoke too tight. The spokes on an entire wheel can be tightened in about two minutes with this power screwdriver. Under the old hand system it would take at least ten minutes. It was in addition very hard and exacting work for the man operating the hand screwdriver. The bicycle industry is better organized and on a better paying basis than ever before. From a fad and a luxury the bicycle has become an every day necessity, not alone for pleasure but because it fills a real want. The way in which it is coming back strong is testimony of its lasting popularity.



# Accessories Carry Profit of 50 Per Cent

*Interest is Growing Among Hardwaremen as Evidenced From Reports Made by Wholesale Houses—In District Between Sarnia and Toronto Many Dealers are Seriously Considering Placing Stocks—The Merchant Sells \$8,000 Worth of Tires Yearly*

## Accessories That Can Be Stocked For \$50

*Hardwaremen who are turning over in their mind the question of whether or not to put in a line of accessories will be interested to know what kind of an assortment can be obtained for an expenditure of \$50. With the expenditure of \$100 quite a complete line can be placed in stock. Following is the list of articles that can be secured for an outlay of \$50, together with the profit that these various lines carry. It will be seen that the profit on the whole, if prices are adhered to, is on the average 50 per cent.*

Quantity.	Articles.	Sale Price.	Cost to Dealer.	Quantity.	Articles.	Sale Prices.	Cost to Dealer
1	Tire cover, 30 x 3½	\$1.00	\$ .75	2	Improved screw jacks	1.90	1.60
1	Pair tire chains, 30 x 3½	2.75	1.75	1	Apco exhaust whistle	2.50	1.75
2	Improved tire reliners, 30 x 3½	3.50	2.40	1	Ford special clock	2.25	1.65
2	Inside blowout patches, 3½ & 4 in.	.80	.54	1	Steering wheel clock	3.50	2.25
1	Outside blowout patch, 3½ & 4 in.	.65	.50	2	Sets rubber pedal grips	.70	.54
2	Boxes no-cement patches	.90	.70	4	Robe rails for Fords	2.40	1.60
4	Boxes Cementless patches	1.00	.68	8	Ford spark plugs	3.20	2.00
2	Tubes tire cut filler	.90	.64	4	Ford priming plugs	4.00	2.60
1	Vulcanizer	3.00	2.05	1	Improved muffler cutout	1.50	1.00
2	Rolls repair gum	.50	.34	1	Regal muffler cutout	1.00	.65
1	Handphone mechanical horn	4.00	2.75	1	Regal foot accelerator	1.00	.70
8	Spark plugs	4.80	2.16	1	Auxiliary radius rod	1.50	1.00
2	Comb, grease & oil guns	1.70	1.10	1	Apco rear axle truss	1.50	1.05
2	Brass oil syringes	1.00	.70	6	Steering rod anti rattlers	1.80	.96
2	Tin body polish	1.50	1.00	3	Radius rod anti rattlers	1.05	.60
1	Tin leather dressing	.55	.35	2	Front license brackets	.60	.40
3	Tins Radiator compound	1.80	1.35	2	Rear license brackets	.60	.40
1	Tin carbon remover	.80	.60	5	Crankcase oil gauges	1.00	.80
6	Boxes assorted cotter pins	.90	.60	2	Grease and oil guns for Ford	.70	.56
2	Boxes lock washers	.40	.22	12	Ford inlet hose	.96	.75
4	Boxes valve grinding compound	1.20	.75	12	Ford outlet hose	1.08	.80
1	Rear end tire holder for Fords	3.25	2.25	1	Adjustable wheel puller	.45	.25
6	Exhaust deflectors	1.20	.90				
1	De Luxe tool box (22 x 9 x 7)	2.50	1.60				
						\$75.79	\$50.00

TRAVELLERS for wholesale automobile accessory houses assert that there is a real live interest among hardwaremen over the question of handling a line of these goods. "There is no trouble whatever in interesting the hardwareman," said one traveller. "They have been thinking about the question for some time, and when the representative of the wholesale house drops in they are ready in most cases to talk the matter over with him. They make inquiries as to the profits which the various articles carry and the amount it will be necessary for them to invest in order to give the line a trial. With an investment of \$50 or \$100 it is possible to stock quite a complete line. It is sufficient at any rate for the merchant to try them out. His orders in the future will be governed by the sale of the various articles. As the matter is worked out it is a simple problem for the hardwareman to make a selection," said the salesman in question.

Motor accessories carry an average profit of 50 per cent. This is fully as good as most hardware stores get for their regular hardware lines, and in

many cases it is even better. The articles are for the most part very moderate in price, one of the largest items being that for tire chains, which are sold to the retailer at \$3.50 for two pairs, and which are sold at \$5.50. Some of the smaller articles sell for as low as 15c each.

As an indication of the way hardwaremen are thinking about the matter, it might be stated that no less than eighteen dealers in the territory between Toronto and Windsor and south in the Niagara peninsula have under consideration at the present time the placing of stocks as trial orders. Some of the concerns which already carry motor accessories in this territory are Colton & Lorimer, at Burlington. Brown's Hardware, in Hamilton, have installed a line. George A. McMurtry, of St. Thomas, already carries a good line. Clements' Hardware, at Milton, has also carried a line for some time past. The Brampton Hardware Company also have a line of accessories.

Padgett & Hay, at Agincourt, have been carrying a line for the past two years. Last year they installed a gasoline service station with pump in a con-

venient location in the inside of their store. During the winter months they sell considerable gasoline to the farmers for use in their gasoline engines. With the pump in the store they are able to measure it out without the necessity of going outside. Their gasoline tank is located underground outside at the rear of their lot and is constructed of steel. The pump in the store draws the gasoline from the tank, a distance of approximately 75 feet. In other years they report they have had a good sale of these accessories. During the past year they have disposed of 5,000 gallons of gasoline. The sale of accessories has been somewhat retarded this year owing to the backward condition of the roads. With better weather, more sunlight and less rain, an impetus should be given to the sale of motor accessories.

### London Firm Stocks Accessories

One of the firms in Western Ontario that has recently stocked a line of motor accessories is the Cowan Hardware Company of London, Ont. They have been carrying a complete line both in their re-

(Continued on page 39.)



# Tires Cheaper Than Five Years Ago

*In Spite of War Conditions and Advances in Raw Materials, Automobile Tires Are Selling 25 Per Cent. Lower Than Year Preceding War—Life of Tire Has Also Been Increased Through Perfecting of Methods of Manufacture*

"IN spite of the fact that war conditions prevail, tires are cheaper in price than they were five years ago. They are even cheaper than in the year 1913, the year prior to the outbreak of hostilities, when business conditions generally began to feel the effects of the depression. In 1911 the price of a 30 by 3½-inch tire was in the neighborhood of \$30. In 1913 this same tire was selling at \$20.50, a reduction of almost 50 per cent. In October of 1915 this same class of tire was selling at \$13.50 each—the lowest in the history of the automobile industry. And this year, with all the inconveniences and hardships and dearth of certain raw materials, tires of this same grade are now selling at an advance of only 10 per cent. over the lowest figure of last year. For this same 30 by 3½-inch tire the price to-day to the retailer is \$15," declared the general sales manager of one of the well-known rubber companies to a representative of Hardware and Metal.

"And while the price of the tire has decreased, the length of service—in other words, the life of the tire, has been greatly increased. Through the perfecting of the methods of manufacture of the duck which enters into a tire, it has been possible greatly to increase the efficiency of the service. A tire is only as strong as its weakest part. If there is a defect in the weaving of the fabric, that is the place where the tire is bound to give way the first. And so with the perfecting of this manufacture the purchaser of tires to-day is getting not only a cheaper tire than he was getting five years ago, but he is also getting a much better tire—a tire that will give a considerably greater mileage in wear."

## Vagaries of Raw Materials

In spite of the fact that there has been a great demand on all the rubber companies—greater than ever before—owing to the great number of tires which are being used for war purposes, it is rather remarkable that prices have advanced no more than ten per cent. over the lowest price of previous years. In looking into the matter of price, it should also be borne in mind that many of the commodities that enter into the manufacture of tires have also advanced greatly in price.

Duck fabric that formerly cost 42c per pound is now selling for 70c a pound. Rubber, on the other hand, is easy in price. It is dearer now than at some points last year, yet it is lower in price



*Case on case, stack by stack, thousands of Bicycles piled in a Toronto warehouse will all be disposed of before present season is over. Snapshot taken by Hardware and Metal representative.*

than it was at the beginning of the present year. Rubber to-day is selling for approximately 65c per pound. The lowest point that it reached last year was in the neighborhood of 50c a pound. At the beginning of the present year rubber was selling at such figures as 80c, 90c and 95c per pound.

## Advance in Fabric Prices

Some of the pigments, such as zinc, which enter into the manufacture of tires, has greatly increased in price. Zinc that sold for 5c per pound a year ago is now being sold for 8c and 9c. Furthermore, on the Amazon River, rubber, which comes through the port of New York, there is an increased duty of 7½ per cent. The same is true of the Sea Island duck, which comes from the Eastern United States. It has also been difficult to get this article from the manufacturers. The demand for these duck fabrics has been so great that the makers have been unable to turn it out fast enough to keep up with the demand. Their operations have been hampered greatly by strikes in different parts of the country.

It will, therefore, be seen that while rubber has not advanced in price—in fact, it is lower in price than at the first

of the present year—there have been circumstances which counteracted these factors and have tended to increase the price of tires. There has been no dearth in raw rubber, but there has been a difficulty in getting shipments through from England under war conditions. All of the Ceylon rubber comes through London, and the scarcity of tonnage has operated to cause delay in shipments. In consequence, it has been necessary for the manufacturers to anticipate their demands far in advance. This has required the investment of larger sums in stock. With the tying up of more capital the cost of running the business has been increased to that extent.

"The demand for tires is greater now than it has ever been. Retailers are now able to sell them to consumers at a price which was formerly near the price of the rubber manufacturers to the automobile manufacturers," said the manager of one of the large rubber companies.

## Demand for Bicycle Tires Greatest Ever

"The demand for bicycle tires was never so great as at the present time," said the manager of one of the leading Canadian rubber companies. "It is greater than at any previous time in the history of the bicycle industry. In times past it had been our custom to close down our works for a month or two in the late summer, owing to the dearth of business. For the first time in our business career we do not intend this year to follow this precedent of past years.

"Here again is another instance where the price to the consumer has greatly decreased during the past ten years. A set of bicycle tires that now sell for \$8, ten years ago sold for \$15. This is almost a 100 per cent. reduction. Many things have contributed to this revival of interest in bicycling. First, there is the cheapness with which a bicycle can be secured as compared with a few years ago. A popular grade of sellers are now on the market at a price around \$30. Ten and fifteen years ago the cheaper grades of bicycles were selling at \$40. More expensive grades were much higher in price.

"In some cities the poor car service has had the effect of sending many people to bicycling as a means of getting to their work. For the accommodation of the riders in our own works we have had to almost double the shed capacity for bicycles during the present season. Bicycle manufacturers are preparing for a bigger year next year than they have ever had.



# A Splendid Opportunity in France

Chances for Canadian Manufacturers and Merchants Will Develop After the War.

**T**HE following letter has been received from C. A. Chouillou, of C. A. Chouillou & Cie, of Paris, France. M. Chouillou was in Montreal some years ago and so has an intimate knowledge of trade conditions in Canada, so that his criticisms and suggestions should have double weight.

Considering that over 20 millions of inhabitants only in France and Belgium have had their cities, properties, buildings and homes destroyed systematically by the enemies, it will be necessary to proceed to the reconstruction and the reorganization of the towns, factories, homes.

It is evident there will be for the up-to-date merchant and manufacturer an exceptional opportunity to find new markets for their goods and wares.

In view of securing not only present but future business the Canadians will have to modify their ways of doing business and to comply a little more than they have so far to the tastes and customs of their new buyers.

At present, Canadians are taking advantage of the situation selling their goods at high prices F.O.B. shipping points and asking payment cash by irrevocable banker's credit against bills of lading when they do not ask payment in advance of shipment.

This may be well and good as long as the war will last, but it will not last forever; and it might be wise to consider the question of business after the war, which is in our mind the most interesting to cater for.

What will be the goods most wanted after the war for the reconstruction of the devastated countries, and which may lead to a considerable amount of business?

In the first place, portable houses of all descriptions for the reconstruction of homes, schools, churches, farm buildings, barns, chicken houses, etc.

Roofing material of all description, metal, paper, asbestos, railway material and supplies, ties, rolling stock, locomotives; office furniture, house furniture, especially dining and bed room heating and kitchen stoves, kitchen utensils; hardware and anything metal will be required; labor-saving machinery and hand tools of all descriptions for carpenters, metal workers; road machinery; agricultural implements, tractors; All kinds of machinery for the cotton and woollen industries; canned meats, vegetables, lobsters, salmon, etc.

The Canadian exporter must be willing to sacrifice something and make a certain effort to get his share of that new business.

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He must, for instance, sample his goods freely, send travellers speaking the language of the country or appoint local agents to show and advertise same.

Many Canadian firms are willing to confer their agencies, but nine times out of ten they want the agent to buy the samples necessary to do business.

Naturally, very few agents accept, as they do not want to crowd their rooms with samples, which may be eventually of no value or upon which they would lose heavily; thus, eating part of their commissions, which are the only remuneration for their work.

Canadians, who are as a rule flush with their selling at home, are on the contrary mean and stingy with their representatives abroad. This would lead to the impression that they do not care much for export business unless they can secure it without any trouble or sacrifice or in view to relieve the home market of a surplus production.

A great number of firms—and this is due to the ignorance or neglect of their mail department—post their letters with a 2- instead of a 5-cent postage stamp, causing to the receiver an expense for insufficient postage.

Through lack of knowledge of foreign languages Canadians have in the past used German agents almost entirely in Europe, and those agents, according to their custom, have been taking advantage of this state of affairs to favor competing German industries to the detriment of Canadian trade.

If it is wanted to do business with France, let it be understood that it must be through our own men or through French travellers or representatives well conversant with French and Canadian methods and customs.

Canadian firms are also inclined on account of the language to give the control of the sale of their goods for Europe to an English firm.

It is in our mind a mistake to have a "Sole" European representative to take care of your business interests all over Europe. Languages, economical conditions and customs are so different between countries in Europe that it is impossible for an English agent for instance to look after your interests in Spain or Greece, as it would be for a French representative to take care of your business in Holland or Sweden.

If you care to do business in the different countries of Europe have a "Sole" representative in each of them and keep in direct touch with him.

The information you will get concerning the requirements and needs will be far more accurate and reliable than if they come through a third party unfamiliar with the trade of that country and customers.

Those remarks can equally be applied to European firms which give their sole agencies to American firms in New York, ignoring, it seems, absolutely, the importance of Canada, and therefore the necessity of an independent and direct Canadian agency.

The commercial and political interests are so different in the two countries, although close neighbors, that an American agent cannot work satisfactorily our Canadian market.

It is to be hoped that Canadian firms will change their ways and deal in the future direct with France for the greater benefit of all concerned.



# Cardwriting Made Easy

## by R.T.D. Edwards

### LESSON NO. 16 CAPITALS IN WINDOW CARDS

**I**LLUMINATED capitals are not by any means a new idea in the making of window cards. They were used many years ago, and are yet used extensively in the printing trade. You come across them in daily papers, magazines and journals of all sorts. They are usually used at the beginning of the reader. They are never used lavishly, usually only one to a page. So it is with the show card. No more than one of these fancy capitals should be used to a card, and some cards should not have them at all.

For instance, as they are for the better class card, it is not advisable to use them on a card where a price is shown unless the price appears very small in the reader. The recognized use of the illuminated letter is to use them at the beginning of a neatly lettered card where the lettering is of a uniform size. The style of fancy initial used depends entirely upon the style of letter to be used on the remainder of the card. Do not use a fancy cap with a Roman letter or vice versa. One must harmonize with the other.

### Keep Lettering in Centre

In laying out a card for this style of work, keep the lettering to the centre of the card. Do not have it sprawled all over the card. Another thing to be remembered in making this style of show card is that there is to be only one fancy thing on the card, and that is around the first letter. No other scrolls and flourishes should be used on various parts of the card. You will find it necessary at all times in this work to sketch it out lightly with a pencil before applying the color. This is necessary even for the most experienced cardwriters.

### The Chart

The collection of fancy letters in the chart only serves to give an idea of what can be produced. Hundreds of other styles can be made just as effectively. These letters are all of a more or less fancy nature, but the plain styles which we have taken up in previous lessons can be made into illuminated capitals with as good an effect as those shown here.

The first "A" is of Roman formation, with the extra

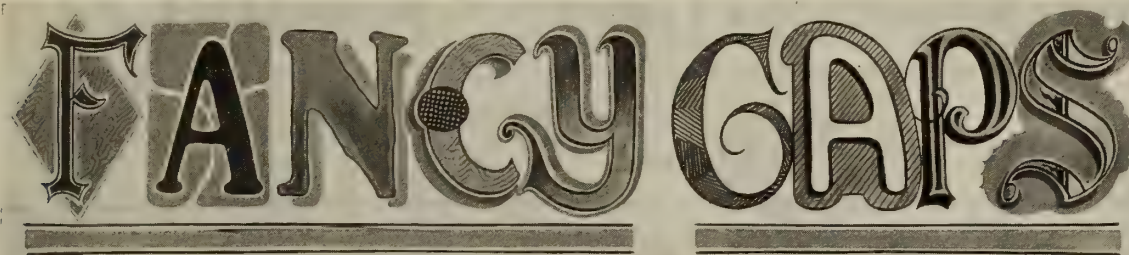




cross stroke added to give variety. This letter can be formed either with the music pen, explained in Lesson No. 16, or the round-writing pen. If a large letter is needed, it is advisable to use the brush stroke method, or it can be made by outlining with the pen. The letter is

the right. Any suitable pale shade can be used for the background of this letter.

The first "G" shows a letter very heavily colored and one that is not always desirable. While it shows up well on some cards, it is not advisable to use it on a card for



black and the scroll work is of a pale mauve applied with a small brush.

The second "A" is a fancy pen-outlined letter in black. The centre is a green opaque color, and the shadow is of a pale French grey.

The first "B" is of freakish, but striking formation. It also is outlined with a stub pen, with the centre left white. The diamond-shaped background has a double black border, with the centre in a rich shade of brown.

The second "B" is of very fancy formation. The only way this letter can be made is by outlining, or with the music pen. The letter is solid black, with a mild shade of grey for a shadow.

The "C" is an extended outlined letter. The interior is colored with ultramarine blue. The panel behind the letter is of a pretty shade of pale blue, with a pale grey outline. There are many other color combinations which can be used, such as two tones of green, brown, etc. This letter should be a fancy cap on a card lettered in Roman.

The "D" is of modernized "Old English" formation. It is a pen-outlined letter with a heavy shade of black on the left and lower side. The centre of this letter can be filled in with any suitable color to match the card, or it can be left plain.

The first "E" is of an uncommon formation, and should be used on a card where a square-faced or block letter is used in the reader. The letter was first outlined with black and filled in with a medium shade of blue. After this was dry, I added lots of thick white, as shown. The shade on the left and lower side of the letter was of sky blue. To work up two tones of the same color on fancy caps similar to these makes a very attractive card, and does not appear overdone or splashy.

The second "E" shows a very graceful letter of the semi-outlined style. The outline is of black made with the pen. The centre is left white. The shield-shaped background is of pale green, with a broken dark green outline. This letter should be used on a card when the remainder of the lettering is of a delicate Roman formation and executed with the music or round-writing pens.

The first "F" shows a letter which is easy to make. Draw the circle first with the aid of a compass, then place the letter in the centre of it. This letter is a black outline block style, with the centre a pea green shade. The background is a pale shade of mauve. This letter should be used on a card with other square-faced lettering.

The second "F" shows a fancy-shaped background effect. The only thing in the formation of this letter from the ordinary Roman letter is that the two upper right-hand spurs are made to curl to the left instead of

a dainty display. The background of this letter is of a green shade with a darker green used as a shade for the letter.

The second "G" is better for the dainty show cards, as it is not so conspicuous as the former. It is a condensed formation and black in color. The background is striped with pale grey and outlined with the same shade. This must be done with a small brush.

The "H" shows a diagonally-striped outlined letter. It is of the block style, and should be used on cards with other types of the same class. A pale green background is outlined with gilt, and the letter is outlined with a dark shade of green.

The second "H" shows an excellent one in fancy cap pattern. It is a clean-cut, solid black letter of snappy formation. In this case a pea green was used as a shadow.

The "I" is a black outlined letter, with the centre left plain white. A line of red dots surrounds the letter. The shield-shaped background is of a pale mauve.

The first "J" shows a rather striking formation. Any dark color can be used for this letter, but a pale shade must be applied for the scroll work.

The second "J" shows an outline letter with the left and lower side made heavier than the remainder of the letter. A dark green letter with a pea green background makes a good color combination for this letter.

The first "K" is quite simple, being a spurred block outline letter, with an outline of pale blue.

The second "K" is of upright script formation, made with a stub pen by the outlining and filling in process. It is solid black, and the circular background is of a rich shade of light orange.

#### Daintiest Letter of All

In the "L" we have what is considered by some card-writers the daintiest letter of the lot. It has a light outline of black, with a mauve centre. The ball is gold. The suggestion of a flower is quite suitable for the spring season.

The "M" is an oddly-shaped letter, and should be used on cards when the remainder of the type is of similar formation. The background is a pale green shade, with a darker shade of green outline.

The second "M" is one that should not be used on any kind of show card on account of it being hard to read. It is an outline letter with black diagonal stripes. The shade is grey.

The "N" is a very gracefully-formed letter, and can be used on a card with either Old English or Roman lettering. It is an outline letter with a dark green centre and shaded with a pale green.

The first "O" is quite simple. It can be formed with either pen or brush. Any suitable light shade can be used for the background. The second "O" shows the



straight Roman formation with the two diamond shapes added. The centre of the diamonds is dark blue and the centre of the letter is pale blue. A pale grey or gold shade can be used to make the letter stand out.

The "P" shows another letter than can be used on a card where "Bradley" type is used. It is entirely a pen-outlined letter in black, with small diagonal strokes on the left and inner side of the letter. The shaped background is a pretty shade of buff.

The "Q" is a very decorative letter. Many color combinations can be used here. Black letter, with a buff background, with an orange shadow on the letter and the scroll work of pale green, is a good suggestion.

The first "R" shows a script letter worked over a two-tone band. This letter should only be used where the remainder of the lettering is script. It is a solid black, outlined and filled in letter.

The second "R" gives the bizarre effect. The letter is outlined with a small pen in black. Various spots of bright colors are arranged haphazardly in the interior. The double shadow is of two tones of green.

To make the first "S" it must be marked out accurately with a pencil before ink is applied. The body of the letter is black diagonal stripes, with a black shading line on the left and lower side. The shadow is of pale blue.

The second "S" is a solid black letter, with an outline of light red, and a darker shade of red is used over the light red as a left-hand shadow.

The first "T" gives a newer variety of the fancy capitals. The letter is outlined with a shaded centre. The pale blue background shows a pretty spray of spring flowers over it.

The second "T" shows a very popular shape for this letter. The background is mauve, with a deeper shade of the same color as an outline and shade for the letter.

The "U" is a mottled letter, with a pale green ground. This make a good letter for a spring card.

The "V" is a very dainty and neat letter. It is especially adaptable to card used in showings of a quiet nature.

#### Popular Shield-Shaped Letters

The first "W" has its interior shaded. From a dark brown at the bottom, it gradually fades to a cream at the top. The background is a light brown.

The second "W" shows the use of the popular shield shape. It is a pretty shade of blue, with a black dotted outline. The letter is black with a white centre.

The "X" shows the heavy stroke shaded. Commencing at the top and bottom, it fades from a dark green to a pale green at the centre. The background is pale green.

The "Y" shows an outline letter with a heavy shade on the right and lower side. The letter is of a dark blue, with a pale blue centre.

The "Z" is of script formation, with a gold outline.

#### Fancy Caps

Some letters permit of more detail, as shown in the illustration elsewhere. This is not always practical, but it does not do any harm to make a very fancy letter if the time can be spared.

"F" is a heavy black letter, with a gold outline. The diamond-shaped background is of pale blue, with a darker shade of blue as a water effect.

"A" is a solid black round-spurred letter. The broken background is of a bright green.

"N" is a letter taken from the cover of a child's picture book. It is black outline, with an inner of two tones of red. A pale green shade is used.

"C"—The centre of this letter is a medium shade of

grey, with a lighter shade of the same color over it to give the watered effect. The circle in the centre is a black and white check. The double shade is light and dark blue.

The interior of the "Y" is shaded from a dark to a pale green. This letter is outlined with black and gold.

"C" is a letter which will brighten up any card. It is

**For inside or outside  
work use Blank's pure  
ready mixed paints.**

Ask for color card.

#### Suggestion for paint display card

a black outline letter, and the interior has lines running in various directions. These lines are colored with various bright transparent colors.

"A" is an excellent example of illustrated capitals. The letter is white with a black outline, being heavier on the left and lower side. The background is pale green, with black diagonal stripes.

"P" is just in the colors of black and grey, but is very effective when used on a card.

The "S" is a very showy letter. The centre is worked up with yellow on one side and red on the other. The background is of a French grey.

The completed cards give a very good illustration of how these illuminated capitals appear when used on the show card.

**Maximum  
Heat  
with a  
Minimum  
of  
Fuel**

*Suggestion for show-card for stove department*



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, JULY 1, 1916

No. 27

## STEEL PRODUCTS EASIER

THE opinion, expressed in our market reports several times of late, continues to grow that the movement of prices has reached the top, and that although some time may elapse before marked reduction takes place, there will be few further advances. This applies particularly to iron and steel products. Predictions are made of course, with due regard to unforeseen developments. That manufactured steel products are easier in the United States is indicated by the American Metal Market, which states that in the general and great advance that occurred in steel prices, culminating practically last April, it was an outstanding fact that many if not all manufactured steel products, such as bolts and nuts, rivets, shafting, chain, spikes and a great many other cognate commodities, advanced a great deal more per ton than did the steel mill products from which they were made. The fact was rather irritating to many buyers of these commodities. They recognized that if steel became scarce and advanced the maker of finished steel was entitled to pass on the extra cost to the ultimate buyer, but they did not see why a large toll should be levied. On the part of the manufacturers, however, there was the circumstance of their not always being fully covered, and the danger that some time they might not be able to obtain full supplies of steel from the mills at any price.

The beginning of a trend the other way is now apparent. There have been no definite declines in manufactured steel products of the class we are considering, but a generally easier tone is to be observed. This may be the natural reaction from the excited advances that previously occurred, but it represents also a loosening up in deliveries of steel from the mills. There is no question but that the deliveries are more regular and steady. Perhaps it is not so much a question of the total tonnage shipped as it is of the distribution, the machinery of allotment of steel to different buyers being gotten into smoother running order.

Another feature of the situation, however, which must be borne in mind, especially in Canada, is the marked scarcity of skilled help in some manufacturing centres where recruiting has been heavy. The labor problem is now a serious one and the easier tendency in the steel market may be offset greatly by the labor problem and the higher wages which are now being paid.

## FREE MAILING LISTS

THE American Artisan directs attention to the fact that theorists in the United States have turned their efforts toward securing National legislation which will if it is passed and enacted into law give the person who wishes to sell direct many advantages over those who follow the regular method of distribution.

A bill has been introduced in the National Congress at Washington, providing for a marketing measure and a parcel post adaptation to direct trade between producer and consumer.

The idea is that the Post Office Department is to be made into an advertising and sales department for the farmer without any expense to him, for the postmasters are to furnish anyone who wishes to sell produce or other farm products with lists of customers who might be interested in buying direct.

That the entire tax paying population—of which the manufacturers, wholesalers, retailers and their employees form a very large proportion—will thus be forced to pay

the cost of establishing and maintaining such a gigantic enterprise in the interest of a special class appears to be a matter which has not been considered in any way by the proponents of this latest angle of legislation to cure evils which are largely imaginary.

The propaganda which has been conducted in the daily press and agricultural publications has been very vigorous and great pressure has been brought to bear upon members of Congress to induce them to vote for the passage of this legislation.

Although attempts have been made in Canada to pass a great many grossly unfair bills which would only benefit certain classes attempting to do a direct to the consumer business, one such as described above has not yet been attempted. And it is doubtful if the direct-to-the-consumer concerns need such legislation in this country. It is, in a great many localities, quite an easy matter to secure copies of post office lists and the assistance of postmasters in correcting the mailing lists of favored firms.

## SISAL CROP SHORT

ACCORDING to the regulating commission which controls the supply of sisal from Mexico, there has been a heavy shortage of sisal since the last crop. Practically the entire output of Yucatan is utilized in the United States and Canada. If the imports of sisal to the United States were cut off by war between the United States and Mexico, a rather serious situation would develop in the cordage industry.

Hopes are expressed, however, that even though war should occur between the two countries, and the American fleet block Progress, shipments of sisal would be allowed to pass. The Yucatan farmers need the gold they secure for sisal, and the American and Canadian manufacturers and farmers need products manufactured from sisal.

It is not expected that a shortage will be apparent this season as manufacturers have sufficient supplies to keep their plants running until late in the year. There is no danger of an immediate shortage. Shipments of sisal have continued without interruption despite the internal troubles of Mexico which have devastated other parts of the country. But should supplies be cut off the manufacturers of binder twine and cordage lines would, it is claimed, find themselves in a serious predicament towards the end of the year. Manila hemp could be substituted for sisal, but at a considerably higher cost.

## OUR CANADIAN-FRENCH TRADE

THAT there will be opportunities after the war for trading with France on a scale unknown before to Canadians, is the opinion of an importer in Paris, set out in an article on another page under the caption, "A Splendid Opportunity in France." This article points out the reasons for his belief, and urges Canadians to prepare to take advantage of the exceptional post-war circumstances.

The words of M. Chouillou in regard to necessary changes in our trading manners are blunt, but they are true. If Canadian houses are going to develop business with the continent they must radically alter their methods. M. Chouillou shows the alterations needful. Not the least important is that the Canadian manufacturer should send as a traveler to France one who can speak French. Simple and palpable requisite as this detail would seem, it is a fact that, at present, many of our manufacturers are represented on the continent by Canadians who speak English and have a phrase-dictionary acquaintance only with the language of the country in which they are trying to build up business.



# EVENTS IN THE TRADE

## OBITUARY

Edmonton, Alta.—The death took place here recently of Arthur McLean, an old-time hardware merchant, of this city. Death came as result of heart failure after a short illness. The deceased is survived by a wife and two sons, Cedric, the eldest, who runs the hardware business on Whyte Avenue, Edmonton, established by his father 23 years ago, and the younger son, aged 19, who is serving with the colors in the 202 Sportsmen's Battalion.

Winnipeg, Man.—Albert E. Moore, commercial traveller, who came here from Toronto to manage a furniture company, died suddenly at Kenora, Ont. For the past five years he had been travelling for Clare Bros.

Owen Sound, Ont.—The death took place last week of Wm. Boyd Stephens, a former hardware merchant, and at one time secretary of the Owen Sound Stove Company.

Delhi, Ont.—The death occurred here of W. H. Whiteside, President Sovereign Mitt, Glove & Robe Co.

## INDUSTRIAL NOTES

Berlin, Ont.—A contract has been closed with the Carbo Corporation of Chicago to locate their Canadian plant here. The firm will manufacture steel posts and fence supports, and it is expected will commence operations in a few weeks.

Alliston, Ont.—The Benedict-Proctor Co., manufacturers of silverware, have announced that they will probably remove to Trenton, the latter place having made some attractive offers, and particularly with regard to cheap power.

The Consolidated Plate Glass Co., Toronto, has increased the capital stock to \$500,000.

Galt, June 27.—Galt is to have a new industry, the Roelofson Machine and Tool Company, Limited, with E. C. Roelofson, formerly of Galt, who has been in Toronto for some years, as president and general manager, and his brother, A. C. Roelofson, works manager. E. B. Roelofson, Galt, is vice-president. Work has been started on a factory 185 feet by 105 feet on Beverley Street, and it is expected that the building will be completed by August.

## COPPER CLIFF MERCHANTS TO HOLD HALF-HOLIDAY

The merchants of Copper Cliff have agreed to close on Wednesday afternoons during June, July and August.

## PERSONAL

C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Co., Winnipeg, was in the East last week attending the funeral of his father at Burlington, Ont.

## BUSINESS CHANGES

Preston, Ont.—Bowman & Bennett have taken over the plumbing department of Bernhardt & Spalding. Mr. Bowman has been employed with the latter firm for the past five years. Mr. Bennett has been associated with Scott & Bennett, of Galt, Ont., for the past eight years.

## PICNIC FOR HARDWARE MERCHANTS

Invitations have been issued for a baseball match and picnic for retail hardware merchants at Island Stadium, Hanlan's Point, Toronto, on Wednesday, July 5. Boat will leave Bay Street wharf at 1.45 p.m.

## RETAILERS OPPOSE ACT Dominion Secretary of R. M. A. Wants Retail Merchants Excluded From Provisions of Workmen's Compensation Act

The Manitoba Board of the Retail Merchants' Association recently interviewed Hon. T. H. Johnston, Minister of Public Works, regarding the Workmen's Compensation Act. The present Act is modelled largely after the Ontario Act, but does not exclude retail merchants by special clauses, as does the Ontario Act. Mr. Trowern presented the reasons why retail merchants should be excluded, as there were practically no accidents incidental to retail business.

Mr. Trowern, while in Winnipeg, met the present officers of the Manitoba Board and the Winnipeg Branch, together with the past officers of both branches of the association, on Friday, June 9, at the St. Charles Hotel. Winnipeg, when he reviewed the history of the Retail Merchants' Association of Canada, also outlining the work of the association in securing the following legisla-

tion:—The Trading Stamp Act; the Gold and Silver Marking Act; the Fraudulent Advertising Act; the Incorporation of the Association; the prevention of special privileges being granted to co-operative stores, and the work of the Association in framing the Ontario Assessment Act.

## CATALOGUES AND BOOKLETS

### Androck Products

Andrew's Wire Works of Canada, Watford, Ont., are distributing to the trade an attractively illustrated 59-page catalogue featuring the firm's many products, including door mats, flue stops, barrel covers, milk bottle carriers, nose guards, wire baskets, hanging baskets, door latches, luggage carriers, garment carriers, fly swatters, kitchen utensils and novelties, and a wide range of other wire products. Copies will be supplied on request.

### Du Pont Products

An exceptionally interesting and attractive 111-page book, bound in Du Pont fabrikoid-book finish, has been issued by the E. I. Du Pont de Nemours & Co., Wilmington, Del., featuring Du Pont products. In addition to describing an immense range of products, an interesting history is given of the growth of the Du Pont organization from its inception in 1802. Copies of the book will be supplied free on request.

### Brass and Copper Goods

U. T. Hungerford Brass & Copper Co., 80 Lafayette Street, New York, have just issued their latest catalogue, consisting of over 400 pages, handsomely bound, illustrating the complete line of brass and copper sold under their trade mark "Star Brand."

The contents are classified in separate departments, thereby providing the trade with a concise price list, together with lists showing material aggregating over five million pounds carried in stock ready for shipment.

### Jubilee Harvest Hardware Annual

An attractively illustrated and splendidly compiled 92-page hardware annual has been issued by Merriek-Anderson Co., Winnipeg. The lines chiefly featured are the varied lines used by the farmer and thresher-man during the harvest season. In addition to an extensive line of harvest supplies there are many seasonable specialties.



## HARDWARE LETTER BOX

### Walk Hard Metal

Phillips Bros., Kindersley, Sask.—Can you tell us where we can procure "Walk Hard" metal pocket mirrors? We understood these are made entirely of steel for use of our soldiers.

The "Walk Hard" mirror by that particular name was first placed on the market by the Jas. Walker Hardware Company, Montreal, and is being distributed by Hale Bros., Montreal. Other mirrors of the same kind—burnished metal plate—have been offered to the trade by a number of other firms.—Ed.

### Cheese Making Machine

Enderby Hardware Co., Enderby, B.C.—Can you let us know who manufactures machinery for making cheese?

The A. R. Williams Co., 64 Front Street W., Toronto; De Laval Co., Peterboro, Ont.—Ed.

### Repairs for Tool Grinder

Bonthron & Drysdale, Hensall, Ont.—Kindly advise us where we can procure repairs for the "Webster" emery tool grinder. Also where we can get window coal chutes.

1. Webster & Perks Grinder Co., Springfield, O.; 2. Coal chutes; Manitoba Bridge & Iron Works, Winnipeg, Man.; Galt Stove & Furnace Co., Galt, Ont.; Steel Trough & Machine Co., Tweed, Ont.—Ed.

### I.X.L. Stumping Explosives

Geo. E. Roe, Elmvale, Ont.—Kindly give name of firm making I.X.L. stumping explosives.

Canadian Explosives, Ltd., Transportation Bldg., Montreal.—Ed.

## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

\*708. **Wrapping paper.**—A Hull firm using large quantities of wrapping papers, obtained hitherto in the United States, inquires for Canadian sources of supply. Samples and specifications may be seen at the Department of Trade and Commerce, Ottawa. (Refer File A-1843.)

\*709. **Motor car accessories, etc.**—A New-castle motor coachmaker wishes to correspond with Canadian exporters of motor-car accessories, aluminum sheets, mouldings, angle and other goods used in coach building and in motor-wagon construction. Many of these are now on the list of prohibited imports, but preliminary arrangements may be made for future business.

\*711. **Cardboard.**—An Irish firm are in the market for cardboard for boxmaking; also paper, and asks for names of Canadian manufacturers.

\*712. **Paper.**—A Yorkshire correspondent wishes to get into touch with Canadian manufacturers of paper, viz.: Kraft, sulphite, M.G. wrapping and greaseproof, open to appoint an agent to develop the English market after the war.

\*713. **Liquid resin.**—A Yorkshire firm are in the market for liquid resin and would like to hear from Canadian shippers.

\*714. **Asbestos.**—A London firm are in the market for Canadian asbestos and would like to get into communication with producers in the Dominion.

\*718. **Carbide of calcium.**—A London firm of shipping merchants have asked to be placed in communication with Canadian producers and exporters of carbide of calcium.

\*719. **Tacks.**—A London house desires to be placed in touch with Canadian manufacturers of machine and hand-shoe tacks.

\*731. **Upholstering springs.**—A South African firm of commission agents asks for samples, prices and details regarding agency on upholstering springs. The gauge required is 12 and 14-inch springs, 8, 9 and 10 inches high. The steel wire must be coppered or galvanized.

\*732. **Asbestos sheets.**—A Cape Town engineer and commission agent in building materials requests particulars and export prices on asbestos sheets 8 by 4 by 3-16 and 4 by 4 by 3-16.

\*733. **Engineering Agencies.**—A South African engineer with headquarters in Cape Town and business connection in Johannesburg, will take up South African agency for Canadian manufacturers prepared for export in steel pipe, valves, pumps and all water or irrigation machinery, transporting and lifting devices, belting, packings and supplies, also agricultural machinery, tractors and machinery generally.

\*737. **Petroleum pitch.**—A Glasgow house, at present purchasing from Mexico, will be glad to obtain quotations from Canadian firms.

\*738. **Sole leather, Canadian bends.**—A Glasgow firm wishes to obtain quotations c.f.

\*Included in the list of articles the importation of which into the United Kingdom is prohibited, except under license from the Board of Trade, London.

### C. C. BALLANTYNE TO COMMAND BATTALION

L T-COL. C. C. Ballantyne, vice-president of the Sherwin-Williams Company of Canada has decided to accept the offer made to him some time ago by Major-General Sir Sam Hughes, to recruit and take command of the 245th Battalion for overseas service, to be organized through the 1st Grenadier Guards of Canada. Mr. Ballantyne is another of the long list of Canadians prominent in business affairs who have set aside their own interests for those of the country. Still a comparatively young man, he has been identified with the paint trade in this country for many years, having become connected with a Montreal paint concern in 1882. In 1891 he became associated with W. H. Cottingham, of the W. H. Cottingham Company, and when that company was merged with the Sherwin-Williams Company in 1897 he took the office of sales manager. A year later, when Mr. Cottingham went to Cleveland as the general manager of the

company, Mr. Ballantyne became general manager for Canada, and in 1911, he was made vice-president and managing director of the Sherwin-Williams Company of Canada when that concern was organized. He was a member of the Montreal Board of Harbour Commissioners for six years and has long been connected with the Canadian Manufacturers' Association of which he is both a past president and past vice. He has taken an active part in military affairs and in recruiting campaigns since the outbreak of the war.

### ACCESSORIES CARRY PROFIT OF 50 PER CENT.

(Continued from page 31.)

tail and wholesale branches, which was placed in stock six weeks ago. The line was introduced to the public through a large display in the window, and also through their advertisements in the daily papers.

"We are greatly pleased with the results obtained so far," stated Thomas Jones, manager of the company. "Our business has been so good in all lines this year that we have made no extra effort to get after the motor accessory end of the business. Business has been 50 per cent. better than it has ever been. If we had the time and the help to press the sale of accessories I doubt not but that we could increase them greatly. Beyond the introduction which we gave them in the shape of a special window display and through our advertisement we have depended solely on the drop-in trade. This has been good, and we are pleased with the results thus far obtained.

### Saw Handwriting on Wall

"In the past we have been extensive dealers in carriage hardware. There clearly seemed to be a handwriting on the wall that told of the inevitable falling off in this trade. Carriages will be used less and less. Automobiles will be used more and more. We considered it an opportune time to get into the accessory business while the sledding is good. We have accordingly stocked a very complete line," said Mr. Jones.

### Sells \$8,000 Worth of Tires Alone

G. E. Potter, at Berlin, Ont., sells many tires in the course of a year. "We do not go into a general line of accessories very extensively as yet," stated Mr. Potter. "But our sales for tires alone last year was in the neighborhood of \$8,000." Mr. Potter carries some wrenches and a few smaller articles, such as cements and patches, in addition to his stock of tires. His stock is arranged in a prominent place in the front of his store, where the tires can easily be seen, and where they are easy to get at.

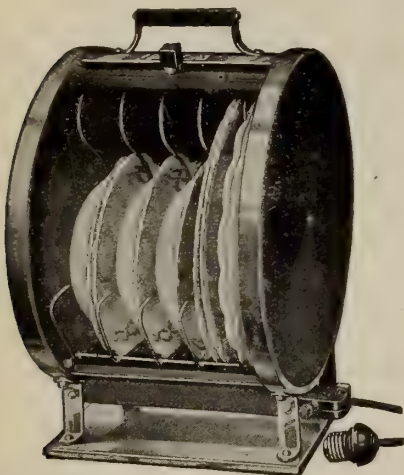


# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### SIMPLEX PLATE WARMER

A new product called the Simplex electric plate warmer is offered to the trade by the Simplex Electric Heating Co., Cambridge, Mass. The accompanying illustration shows the warmer with the cover open. The makers state that the warmer, which can be connected to any lamp socket, quickly and uniformly heats one to a dozen plates of varying sizes. Each plate can be inserted or removed without disturbing the others. It is also claimed that with the cover closed, heat can be retained for an hour after the electricity is turned off. The warmer is compactly made, trimmed with nickel



*Simplex Electric Plate Warmer.*

and mounted on a nickel base. Fibre feet prevent scratching any surface on which it may be placed. The warmer weighs 10 lbs., is 17 inches high, 12 inches diameter, 9½ inches wide.

### SANITARY BAKE BOARDS AND ROLLING PINS

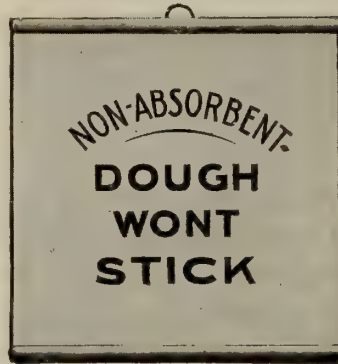
Two new products are being offered to the Canadian trade by Imperial Manufacturing Company, Cambridge, Ohio.

The Ideal bread and pastry board is said to have a non-corroding highly-polished metallic surface, with an indestructible three-ply veneer base.

It is claimed to be thoroughly non-absorbent against all kinds of greases, liquids and acids, and one wipe with a damp cloth cleans it. The boards are made in two sizes—No. 1, 18½ x 19 inches, weight 4 pounds; No. 2, 21 x 22 inches, weight 5 pounds. The boards are

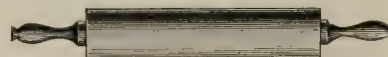
packed in cartons containing one-half dozen each.

The sanitary white opalite rolling pin is claimed by the makers to be pure



*The Ideal Sanitary Bread and Pastry Board.*

opalite, snow white, sanitary and non-absorbent, revolving on polished hardwood handles. It is further claimed that the pin gathers no dough, and one



*White Opalite Sanitary Rolling Pin.*

wipe with a damp cloth cleans it. Each pin is enclosed in a separate corrugated carton, and packed in cases containing one to four dozen. The weight per dozen is 25 pounds.

### MOTOR SETS

Believing that there is a demand among the owners of high grade cars for first class tool kits, Goodell-Pratt Company, toolsmiths, of Greenfield, Mass., U.S.A., have just brought out three motor sets. These sets it is claimed contain only the highest grade of tools; tools that are a fitting complement to a high grade motor car.

The tools are contained in strong khaki colored canvas cases, and are held in place by leather straps. The smallest kit rolls up compactly and fits in a motorcycle tool box. The larger kits fold up. The largest case has a carrying handle on the back. The motorcycle set contains 12 tools, the motor set contains 27 tools, and the complete motor set contains 53 tools.

### ROSE AUTO PULLER

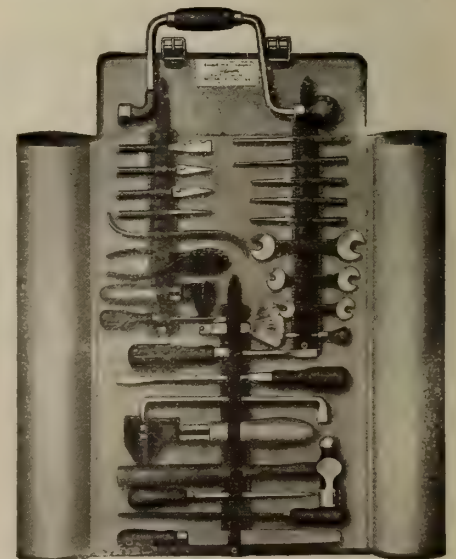
Rose Bros., Rosemont, Neb., are manufacturing the Rose automobile puller, a

device designed for pulling motor cars out of mud or sand. The puller is described as having no block and tackle arrangement; no confusion of ropes to entangle. It is claimed to stand up firmly and but one rope or cable is used. In operation the puller is placed in position, connected with the car by a short rope, the crank is turned, and it is claimed



*Fuller designed for pulling automobiles out of sand or mud.*

that the car, no matter what its size and weight may be, or how deeply it may be stuck in the mud or sand, will be pulled to safety. The puller is so small and compact that it can be carried in the tool box.



*Motor set containing twenty-seven tools packed in a tool kit case.*



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

Recent improved weather conditions have had a beneficial effect on the hardware and paint trade generally. Business has shown considerable improvement of late and there is a more pronounced demand for summer lines. There is a good demand for all staples. Difficulty is being experienced in securing supplies of many lines of iron and steel goods. The labor problem has reached a serious stage and many manufacturers have on hand large stocks of partly finished goods for which a ready sale could be found if skilled help was available to complete the manufacturing processes. Ingot metals show further weakness and several price declines have taken place during the week. Manufactured steel products are showing an easier tendency. There is an acute shortage of tin plates, and it is only possible to give nominal quotations. Many jobbers are to-day quoting prices considerably below those quoted by manufacturers. Price-cutting on many hardware lines is becoming prevalent. There has been some improvement in the demand for paints for outside work. The linseed oil market is very unsettled.

### MONTREAL

**M**ONTREAL, June 29.—The continued easiness in the metal situation is having the effect of bringing the general hardware markets to a more settled basis than at any period since the outbreak of the war. The general opinion grows that the movement of prices has reached the top, and that, although it may be a considerable period before there is any marked reduction—particularly in iron and steel products—there will be few further advances. Of course with such uncertain conditions prevailing this prediction is made with due regard to unforeseen developments. At the moment there is a somewhat stronger feeling in the steel situation than has been noted for some weeks, and deliveries are being still further deferred, but as yet prices remain unaffected. At the same time, in the general manufacturing lines where other metals are a large factor, the easier tendency is being offset to a larger extent by labor situation. There are not only higher wages to be paid but a marked shortage of skilled help in some sections where the recruiting has been heavy. In general hardware lines there is some improvement in Canadian deliveries, but difficulties increase as regards American and foreign products.

Business conditions are generally regarded as satisfactory. There is a good demand for staples on a seasonable sorting basis. In some lines the rains have affected the demand but in other consumption has been encouraged; lawn sprinklers are quite evidently not popular, but lawn mowers and grass catchers are likely to be off the market before the end of the season if the demand con-

tinues. In heavy goods there is very fair buying, but it is evidently for immediate consumption only and in this respect the attitude of the trade is to be commended.

The metals are practically all lower in price. It is evident that there is a falling off in demand for war purposes but whether this is the result of smaller orders or whether consumers have been delayed with their output and have not lived up to their estimated requirements in the way of metals is a question. The Mexican situation is also being closely followed in its relation to the market.

Advances this week include: hoop steel, tackle blocks, sand paper, barn door hangers, bed castors, missing links, horse rasps, and some other small items.

**Tin Still Weaker.**—The weakness in the tin market continues and has been further emphasized since last report by the tendency of the outside markets. Locally there has been a shading of the top prices, but the declines as yet are not so generally important as they are likely to be in the immediate future if there is not some revival of the recent strength. Since last writing London displayed strength for a time, but this did not last: it appears to have been rather the result of speculative influences than the attitude of consumers. Montreal quotation: 49c-49½c—weak.

**Copper is Weaker.**—With a continuation of the weak tendencies which have been reported for some weeks, there has been a shading down of the quotations in this market, but it is evident that there are more material reductions to follow, unless there is a change in the outside influences. New York quotes fractionally below last report although late news was that there was a some-

what firmer tone in that market as the result of an advance in London; this had the effect of making second-hands rather shy as sellers. The Mexican situation is being closely watched in its relation to the copper market; two plants have been closed, and they had a production of 10,000,000 lbs. per month. Montreal quotation: 29½-30c—weak.

**Spelter is Easy.**—Weakness continues in spelter in common with most other metals. Local and New York markets have been marked down fractionally since last report, but the indications are that Montreal is still considerably above the levels warranted by outside influences and, therefore, further declines are to be looked for. New York reports that there are no new influences at work recently and that buyers continue to stay out of the market, the great majority not buying at all. There can be no doubt but that the consumption to-day is larger than at any period on record, but consumers have evidently protected themselves as to supplies for a long period ahead and are not interested in further buying. In this connection the theory is advanced that the situation referred to has been brought about by the fact that manufacturers of munitions have not been able to bring their output to the stage planned, and are, therefore, not consuming the amount of metal for which they had made arrangements. Montreal quotation: 20½c-21c—easy.

**Lead Somewhat Firmer.**—Following a period of weakness in the lead situation, extending over some weeks, which was the evident result of small buying interest and the fact that consumers appeared to have plentiful protection as to their needs, there has recently developed a firmer feeling. This came with the prospect of difficulties between the United States and Mexico. However, it in turn has been followed by unsettledness, and, although New York is to-day quoting fractionally higher than a week ago, the outlook is uncertain. The demand for spot is fairly good, but there is not much interest in futures and these are being offered at a discount. Montreal quotation: 9¼c-9½c—firmer.

**Antimony Again Lower.**—The weakness in the antimony market continues and the local quotation has been marked down another cent, making a total of 18 cents for the present movement. In referring to the decline which has been so precipitate recently, New York reports state that antimony has resumed its place as a minor metal with the discontinuation of war buying; buying is in small lots only, and the tendency seems to be to mark time in the hope



that war orders may again stir up the market. Montreal quotation: 30c—easy.

**Aluminum Easier Again.**—The local quotation for aluminum is unchanged on the advance of 1 cent a week ago, but indications from outside sources are that weakness has again set in. New York reports that the export inquiries which were in evidence a couple of weeks ago did not materialize, and that the situation is dull and easier. Last week's quotations are being shaded there a half to a full point. Montreal quotation: 66c—easier.

**Solder is Easier.**—With the downward movement of tin and other metals, the lower cost of production of solder is being more generally indicated in the quotations to the trade. The result is that, whereas for some time there have been high figures of 36c for strictly half-and-half, the top of the range now appears to be 33c, with a low of 31c for commercial. At the same time it must be remembered that the tendency for a wide range of prices to accompany the varied products, which have been brought out for the benefit of demand, continues.

**Sheet Zinc Lower.**—For the first time in many weeks there has been a shading of the local quotations for sheet zinc. This has come with the general tendency of the metal markets, but there is still a shortage of supplies, and the metal is far above anything like a normal position in relation to consumption. The Montreal quotation has been marked down 1 cent, to 30 cents for casks and 30½ cents for part casks.

**Iron and Steel Situation.**—As regards deliveries there is no change in the market situation of manufactured iron and steel; in fact the difficulties might be said to be more acute as the period asked in which to make shipment of steel plate, boiler tubes, shapes, angles, etc., is further extended. Also, it is noted that the easier feeling for some time evident in this market is not so apparent as a couple of weeks ago. Pittsburgh reports that the fundamental strength of the market shows no sign of yielding, and that the general prediction is that the base price for the finished products will remain firm for months. On the other hand the forecast made for several weeks, that the top of the price movement was being reached, appears to be borne out in the fact that there are no advances recorded this week, and in fact in some quarters there are reports that quotations of sheets have been slightly shaded. The situation at present would seem to indicate that there will be few if any important advances on steel products, but that it will be some time before the readjustments bring material concessions. At the same time possible influences of events which cannot be foreseen in relation to war conditions or labor difficulties cannot be overlooked. Quotations on the various lines are shown in current market quotations.

**Tin Plate and Tinned Iron.**—The shortage of tin plate and tinned iron is more acute; in fact as regards the former the market continues bare, and it is practically impossible to give anything

more than nominal quotations in relation to values. Prices most generally quoted are shown in current market quotations.

**Sheets, Plates and Tubes.**—While dealers in sheets, plates and tubes report that deliveries of supplies are being still further deferred they do not anticipate that there will be any advances of a general character even though it may be a considerable period before there are any material reductions. Prices are shown in current quotations.

**Galvanized Sheets.**—Reports in some quarters of the trade as to a shading of the quotations on sheets evidently refer to galvanized sheets, and on these as yet there have been no general reductions. The easier tone in this department would be the result of the decline in the cost of spelter rather than any change in the value of steel. Ruling prices are shown in current market quotations.

**Copper Sheets.**—The prices of copper sheets are still maintained despite the weakness in the copper situation. The difficulty continues in securing deliveries from the manufacturers. Adjustments to lower levels are to be looked for shortly. Present prices are shown in current quotations.

**Lead Pipe Steadier.**—With the firmer tone in the lead market this week, there is a steadier feeling with regard to lead pipe. The quotations continue at \$14 for lead pipe and \$15 for lead waste pipe.

**Hoop Steel Higher.**—Some further advances are being made on hoop steel.

One local wholesale firm quotes as follows:

Half inch — No. 20, \$5.95; No. 21, \$62.0; No. 22 .650. Five-eighths inch—No. 20, \$5.75; No. 21, \$5.95; No. 22, \$6.15. Three-quarters inch — No. 20, \$5.50; No. 21, \$5.65; No. 22, \$5.95. Seven-eighths inch—No. 16, \$5.10; No. 19, \$5.25; No. 20, \$5.40. One inch—No. 16, \$4.95; No. 17, \$4.95; No. 19, \$5.10; No. 21, \$5.10. One and eighth inch — No. 19, \$5.00; No. 20, \$5.50; No. 21, \$5.00. One and quarter inch—No. 17, \$4.95; No. 19, \$5.00; No. 20, \$5.25; No. 21, \$5.50. One and half inch—No. 17, \$4.90; No. 19, \$4.95. One and three-quarter inch — No. 17, \$4.90; No. 19, \$4.95. Two-inch—No. 17, \$4.90; two and half and two and three eighth inch, No. 15, \$4.75.

**In Hardware Lines.**—The improved conditions as regards prices in general lines continue and the advances this week are again comparatively few. With a general weakness in practically all metals, and with Canadian manufacturers improving their position in relation to the normal domestic demand, the outlook is clearer than at any time since the outbreak of the war. However, there is an acute shortage of some lines of American goods and of practically all lines of foreign goods. The feeling in the trade is that the top of the movement with regard to general manufactures of metals has been reached unless there are unforeseen developments. One factor which is causing concern at the moment is that of labor. Not only has there been an increase in wages, but there is serious difficulty in securing

efficient help owing to the drain of the recruiting campaigns.

**Wood Tackle Blocks.**—An advance on wood tackle blocks is announced by one wholesale firm which quotes a discount of 55 per cent. as compared with 60 per cent. formerly.

**Sand Paper Higher.**—There has been an increase made on Imperial sandpaper, the new discount being 35 per cent. as compared with 45 per cent. formerly.

**Barn Door Hangers.**—The price for barn door hangers No. 50 has been advanced to \$14.40, and the price of the track to 11 cents.

**Bed Castors.**—Two lines of bed castors usually handled by the trade, numbers 902 and 905, have been advanced to \$1.00 per dozen sets.

**Missing Links.**—New quotations on missing links are: ¼ inch, 85c; 5-16 inch, 95c; ⅜ inch, \$1.00; 7-16 inch, \$1.15; ½ inch, \$1.25; 9-16 inch, \$1.50; ⅞ inch, \$1.65.

**Big Ben Clocks.**—Owing to the difficulty in securing supplies there has been a considerable range in the wholesale prices for Big and Baby Ben alarm clocks. In the local trade \$2.25 seems to be the favored quotation at present.

**Seasonable Goods.**—The wet weather has unfavorably affected the demand for some lines of seasonable goods, but has evidently caused a rush for others. Thus, while there is a small call for lawn sprinklers, there is a big demand for lawn mowers and grass catchers, with the result that the wholesale trade has been pretty well cleared out. There has also been a strong demand for screen doors, tennis goods and some other lines, the reason for which is not readily traced.

**Old Materials.**—There have been some further changes in the prices offered for old materials this week, being the evident effect of the general easier tendency in the metal markets. New quotations follow: Heavy zinc, 11c; heavy copper, 19½c; wrought iron No. 2, 11c; stove plate, 11c; composition turnings, 13 cents.

**Horse Rasps.**—There has been an advance on Hellers horse rasps, the new discount being 62½ per cent., as compared with 67½ per cent. formerly.

**Utensils.**—There is a fair demand for kitchen utensils. Prices are firm as yet despite the change in the metal markets and in this connection it must be remembered that the prices were not raised to anything like the levels warranted by the advances in the different metals. Discounts are shown in current market quotations.

## TORONTO

**T**ORONTO, Ont., June 29.—The more seasonable weather has already had a beneficial effect on trade both in the city and country districts. Summer lines, particularly, are active, repeat orders being very satisfactory while there is also a steady demand for staples. Deliveries from manufacturers have not improved and the situation in this respect appears to be getting worse, rather than better. The scarcity



of labor is being felt more than ever and production is also being affected, because of inexperienced operators having to be employed. The shortage of raw materials is also seriously affecting the situation especially with regard to iron and steel products as the mills are sold up for the remainder of the year.

**Price situation.**—The market continues steady with prices firm. There are comparatively few price changes to note this week and it is becoming more evident that the upward movement has practically come to a standstill. Some miscellaneous lines have advanced. Other lines which are not considered as staples but are essential to hardware stock continue to advance. While such lines may not be noticed as much as staples, they nevertheless show a big increase in the cost of merchant's stock. Indications point to still further advances in lines manufactured wholly or partly from brass as there is still a heavy demand for this material for munitions. While it is probable that the peak has been reached in prices of raw materials, the labor question will be an important factor to be considered. Not only is there a scarcity of labor but higher wages are being paid and in many cases to less efficient operators. The iron and steel market is firm, but steady with prices generally unchanged except on bar iron which has advanced. In the ingot metal markets, the weakness reported last week continues and a number of declines have to be noted. The advances noted include oakum, cotton twine, cotton rope, agricultural wrenches, carpet sweepers, some grades of tin plate.

**Iron and Steel Situation.**—The usual summer dullness prevails in the iron and steel market. The new demand is lighter and the upward movement seems to have come to a definite stop. Although the mills are sold up for the remainder of the year and on some lines have booked considerable business for delivery towards the end of the first quarter of 1917, consumers are hesitating in placing new contracts as they are looking for a possible decline in prices. The market is easier as a result of the big increase in the capacity of the mills, this circumstance having a tendency to lower prices. No marked recession however is anticipated for some time to come as no material falling off in either export or domestic demand is expected for months. Even after the war, it is very probable that there will be a brisk demand for steel products from all sources. There are no price changes of importance to note this week except that iron bars have moved up to the level of steel bars at \$3.25 per 100 lbs. The new demand for boiler tubes is not so urgent as nearly all consumers are covered for some time ahead. The wrought iron pipe market is quieter as the amount of new business has fallen off. Prices of skelp however are very strong, the mills being sold up for three or four months ahead. Shafting is firm and still high in price, most consumers being covered over the remainder of the year and makers are largely sold up

## CARPET SWEEPERS ADVANCED

Bissell Carpet Sweeper Co. has announced an advance in the price of carpet sweepers, effective on the date of this issue. The cause of the increase is attributed to the unprecedented increase in the price of raw materials and labor. Twenty years ago the company reduced its prices, and the advance now made puts the price back where it was at that time. An increase of \$2 per dozen applies to the entire line of domestic size carpet sweepers with japan trim. An increase of \$3 per dozen has been made on nickel-trimmed domestic size sweepers. An increase of \$2 per dozen applies to all vacuum sweepers except the "Household," on which the list is advanced \$3. The retail price to consumers has been advanced 25c each on ball bearing and "Cyclo" carpet sweepers and 50c on the "Household" vacuum sweeper. The retail price has not been advanced on the "Superba" and "Grand Rapids" vacuum sweepers. The new retail prices also go into effect on July 1.

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for that period. Prices on foregoing lines are shown in current quotations.

The steel market is easier in the States but the quietness is not affecting prices. The new demand is lighter but export business continues very heavy particularly for steel bars and railway material. Considerable strength is given to the situation owing to the mills being sold up for practically everything for the remainder of the year. Steel bars are unchanged at 2.75c, plates 3.75c and shapes 2.50c Pittsburgh. Bessemer billets have declined \$2, and are now quoted at \$42 while open hearth billets and sheet bars have recovered and are now back at \$42 per ton Pittsburgh.

**Old Materials Lower.**—The scrap market continues quiet and quotations have a weaker tendency. Scrap copper, machine composition and brass have declined but aluminum is higher. Heavy melting steel is firm but unchanged. The demand for metals for munitions continues heavy but ordinary business is dull. Latest prices are given in the current market quotations.

**Metal Markets.**—The metal markets continue weak with quotations still declining. Although the demand for metals for munitions is still very heavy, production has increased and caught up with the consumption which naturally tends to weaken the position of the metals involved. Copper and aluminum have shown less tendency to weakness than other metals and will probably remain around the present levels. Developments in the Mexican situation will probably affect the copper, and tend to strengthen the market, although there is no evidence of this as yet. Tin is weak following a decline in London, and the market continues easy. Spelter has also declined and the market is weak with consumers awaiting developments. Lead has still a weak tendency but quotations are unchanged. The demand

for antimony is dull and the market unsustained with quotations unchanged. Aluminum is strong due to improved demand and scarcity of supplies. Solders have declined due to weakness in the tin market.

**Copper Steady.**—The market is being depressed by second hands who continue to make concessions and it appears likely that the market will remain in the present condition until a new buying movement develops. The Mexican situation is being considered by the trade but so far the market has not been affected to any noticeable degree. A war between Mexico and the United States would mean cutting off supplies of copper from the former country which would no doubt result in a reaction in the market and higher prices. Copper is unchanged locally and quotations are entirely nominal ranging from 29c to 29½c per pound.

**Tin Declines.**—The market continues weak. Buyers are showing little or no interest in the market and appear to be awaiting developments. Stocks on hand locally are fair. Tin has declined 4c and quotations range from 42c to 44c per pound.

**Spelter Weak.**—The market is dull and weaker. The market continues in the hands of second sellers who are willing to sell at concessions. Most of the producers however, are not making any effort to secure business at prevailing levels. Locally quotations are lower at 14½c per pound.

**Lead Unchanged.**—The market is a little firmer at unchanged quotations in New York but weaker in London. Business is more active and indications point to a considerable amount of lead being sold in the near future. The Trust price of 7c New York is well held, with the outside market showing a slight advance to 6.95c New York. Lead is unchanged locally at 9 to 9½c per pound.

**Antimony.**—The market is dull and weak with light demand. Although it is reported that small consumers have been buying; the larger consumers show no interest in the market at present. Local quotations are unchanged and nominal at 33c per pound.

**Aluminum.**—The market is firm and active due to increased demand and scarcity of metal. Quotations are unchanged at 65c per pound.

**Solders Declined.**—Prices have again declined following the weakness in the tin market. The latest prices on solders are given in the current market quotations.

**Black and Galvanized Sheets.**—The sheet market is quieter but abnormal conditions preclude any weakness development owing to the shortage and increasing price of sheet bars. The demand for black sheets is lighter but this is offset by decreased production and with the differential between costs and selling prices steadily disappearing, no weakness in price has developed, blue annealed sheets are in good demand. The decline in spelter has not as yet affected the price of galvanized sheets in the local market although quotations



are lower in the States. Galvanized sheets are, however, moving more freely although the output is still far below normal. The recent declines in the price of spelter have developed irregularity and uncertainty in the market for galvanized sheets which may lead to lower prices. Prices on all gauges are given in the current market quotations.

**Boiler Tubes.**—The new demand is not so urgent, as nearly all consumers are covered for some time ahead, while the mills are sold up on boiler and merchant tubes for four or five months. On seamless tubes makers are reported to be sold up for a year or more. Prices are firm and are given in the current market quotations.

**Wrought Iron Pipe.**—The market is quieter but firm. The new demand for pipe has fallen off to some extent but the mills are filled up on some sizes of lap weld pipe for five or six months. The skelp situation is unchanged. The mills are sold up for three or four months ahead and prices are very strong. Prices on standard pipe are given in the current market quotations.

**Tin Plate Advances.**—New enquiry is fairly heavy, some large consumers being in the market for more tin plate for delivery late in the year, but, with the present congested condition of orders, they have trouble in finding a supply. Tin plate is being sold locally below cost of importing if purchased at present prices. Quotations are unchanged except on "Murex" and "Raven" grades which have advanced about 50 cents per box. The new prices are as follows: I C. \$7; IX, \$8; IXX, \$9.50 and IXXX, \$12 base per box.

**Cold Rolled Shafting.**—The situation is unchanged. Most consumers are covered over the remainder of the year and makers are largely sold up for the same period but have a limited amount of shafting to spare for last quarter shipment. Prices have an easier tendency, the prevailing discount being 40 per cent.

**Wire Nails Firm.**—The market is quieter but prices are still firm. The new demand for wire nails is less active and consumers are generally covered for their requirements through the third quarter. Makers of wire nails have their output pretty well under contract for the remainder of the year but higher prices in the meantime are unlikely. Wire nails are unchanged at \$3.70 per keg base, and cut nails at \$3.40 per keg base.

**Wire Products.**—The market is unsettled owing to price cutting and the usual summer dullness is affecting the trade. The decline in spelter has not as yet affected prices of galvanized wire products but if continued will have a downward tendency. The following prices are generally being quoted on barb, coiled spring and plain galvanized wire but much lower figures are being quoted in some quarters. Barb, \$4.65; No. 9 coil spring, \$4.60; No. 9 plain galvanized, \$4.55; No. 12 plain galvanized \$4.70 and No. 13 plain galv., \$4.80 per 100 lbs. Smooth steel wire

No. 0 to 9 gauge is quoted at \$3.90 per 100 lbs. base

**Cotton Rope Advances.**—On account of conditions prevailing in the raw material market, makers of cotton rope have advanced prices 1 cent per pound which makes the quotations as follows, 3-16 in., 28c and 1/4 in. and larger, 27c per pound.

**Cotton Twine Also Up.**—For reasons similar to those given above, prices of cotton wrapping twine have also advanced 1c per pound and are as follows: 3-ply, 25c; 4-ply, 27 1/2c and 5-ply and up, 28c per pound.

**Oakum Advances.**—Unsatisfactory conditions continue to prevail in the market and prices of most lines of oakum are higher. The following are the new quotations. Best (America) \$19.25; U.S. Navy (American) \$18.50; new hemp (English) \$13.50; U.S. Navy (English) \$11.50 and plumbers \$7.50 per 100 lbs.

**Agricultural Wrenches Advance.**—The new prices for ordinary agricultural wrenches are as follows: 6 in., \$3.50; 8 in., \$4.20; 10 in., \$4.90; 12 in., \$6.30, and 15 in., \$8.40 per dozen.

**Cow Ties.**—An advance in cow ties and tie out chains is looked for in the near future. The following are the present discounts. Open and closed ring cow ties 40 and 5 per cent.; 3 chain and 4 chain 40 and 5 per cent.; stall fixture bars 35 per cent. and tie out chains 70 and 10 per cent.

**Lead Pipe Weaker.**—The market has a weaker tone due to the recent decline in pig lead but prices of lead pipe are maintained. The demand is comparatively light and a further decline in the lead market may possibly affect lead pipe. Lead pipe is quoted at \$14, waste pipe at \$15 per 100 lbs. and the discount on traps and bends is 5 per cent.

**Seasonable Lines.**—The demand for summer lines continues brisk, the volume of business has been increased by the improvement in the weather. Manufacturers are having some difficulty in keeping up with orders owing to the scarcity of labor and some raw materials.

**Cordage Market.**—The general situation in the cordage market is unchanged and prices are very firm. The sisal situation is acute as there would be a serious shortage of fibre if war was declared between the United States and Mexico. Prices are shown in current market quotations.

## LONDON

**L**ONDON, June 29.—A number of important price changes have taken place during the week. Linseed oil has dropped 7c per gallon, following continued weakness, as reported in previous issues. There is an improved demand for wire nails. Business continues steady, although the demand for some summer lines is not so pronounced as in some previous years. Dull and wet weather has hindered the sale of some summer lines.

**Linseed Oil Drops.**—Following the last-minute announcement in last week's

issue that the oil market had broken, linseed oil has declined 7c per gallon. The demand at present is not heavy. Ruling quotations are as follows:

	Raw.	Boiled.
1-2 barrels .....	72c	75c
3-5 barrels .....	71c	74c
6-9 barrels .....	70c	73c

**Turpentine Lower.**—Turpentine has declined further. The market is weak and the demand is light. The new price follows:—

1-barrel lots .....	60c
2-4 barrel lots .....	59c
5-gal. lots .....	67c

**White Lead.**—Local quotations on white lead are still firm, although there are evidences of weakening in the primary markets. The demand has improved with the better weather conditions. Stocks are heavy. Pure white lead in oil is quoted in ton lots at \$13.95 per 100 lbs., and in less than ton lots at \$14.25 per 100 lbs.

**Night Latches Higher.**—An advance of about 10 per cent. has taken place in Yale night latches. Net prices follow: No. 26, \$4.50 doz.; No. 34, \$15.25 doz.; No. 34x, \$15.25 doz.; No. 37, \$17.25 doz.; No. 42, \$21 doz.; No. 343, \$25.25 doz.

**Barn Door Hangers Higher.**—There have been adjustments on some lines of barn door hangers, and in some cases an advance of about 10 per cent. has been made. New quotations follow:—No. 843, \$6.50 doz. pairs; No. 021, \$8.40 doz. pairs; No. 545, \$8.50 doz. pairs; No. 543, \$11.75 doz. pairs; No. 542a, \$9 doz. pairs; No. 544, \$10.80 doz. pairs; No. 20, \$11.55 doz. pairs; No. 21, \$11.55 doz. pairs; No. 321, \$14.45 doz. pairs; trolley track, 12c ft.; brackets, \$1.20 doz.

**Cotton Rope Higher.**—Cotton rope has advanced 1c per pound. Other lines are firm and unchanged. Stocks are heavy and the demand is fair. Quotations follow:—Cotton rope, 3-16, 28c lb.; cotton rope, 1/4 and larger, 27c lb.; pure Manila, 22 1/2c lb.; British Manila, 18c lb.; African hemp, 18c lb.; sisal, 13 1/2c lb.

**Wrenches Higher.**—A new discount of 65 per cent. off list has gone into effect on regular wrenches. The new net prices are as follows:—6 in., \$3.50 doz.; 8 in., \$4.20 doz.; 10 in., \$4.90 doz.; 12 in., \$6.30 doz.; 15 in., \$8.40 doz.

**Rasps Higher.**—A new discount of 62 1/2 per cent. is being quoted on Heller's horse rasps. This is an advance of about 15 per cent. over previous price.

**Nails Firm.**—Wire nails remain firm and in fair demand. Wire nails are quoted at \$3.70 base; cut nails, \$3.40 base; the discount from the miscellaneous list is 65 per cent.

**Seasonable Goods.**—Quotations on other seasonable lines follow:—Harvest tools, 40 per cent.; poultry netting, 1 and 2 in. mesh, 25 per cent.; painted screen wire, 100 ft. rolls, \$2.25 per 100 sq. ft.; 50 ft. rolls, \$2.30 per 100 sq. ft.; bronze screen, rolls, 12c per sq. ft.; cut lengths, 13c per sq. ft.; bluestone, 20c lb.; screen door hinges, No. 20, \$10 gross; spades and shovels, 1sts, 40-12 1/2 per cent.; 2nds, 40-5 per cent.; 4ths, 30 per cent.



## WINNIPEG

**W**INNIPEG, June 29.—Already jobbers are looking forward to the business to be done during the fall and up until Christmas, and orders are being taken now for various lines of Christmas novelties in addition to the regular items of cutlery, silverware, and cut-glass.

One item in which the jobbers are taking an interest in is carriage heaters and coal. During the past few years there has been an enormous demand for carriage heaters, and this means additional sales of coal, so that it is not an unusual thing to see the average retailer ordering one hundred to two hundred dozen bricks of this latter item.

Another important item which is engaging the attention of the different jobbers is horsehoe calks and calked shoes.

Wrought iron pipe has declined about 5 per cent.

**June Trade Satisfactory.**—Business for the month of June has been very satisfactory from most of the jobbers' standpoints, and they expect that a considerable increase will be shown over the results of last year. Several of the jobbers report that they are handling a great number of cars at the present time, and when one considers that last year at this time local shipments only were being handled, a fair estimate of improved conditions may be gathered.

**Coil Chain Prices.**—Prices on coil and log chain have been issued following the advance reported in last week's issue. New prices are as follows:—Coil chain (per 100 lbs.)—3-16 in., \$10.75; ¼ in., \$8; 5-16 in., \$7.10; ⅜ in., \$6.25; 7-16 in., \$6; ½ in., \$5.75; ⅝ in., \$5.65; ¾ in., \$5.50; ⅞ in., \$5.50. Log Chains (per 100 lbs.)—5-16 in., \$7.50; ⅜ in., \$6.50; 7-16 in., \$6.35; ½ in., \$6.25.

**Hay Knives Higher.**—The new prices on hay knives and fork handles follow: Hay knives (Imp. lightning), \$8.25; heaths, \$8.75 doz. Fork handles—Bent (per doz.)—4 ft., \$1.63; 4½ ft., \$1.82; 5 ft., \$2.02; 5½ ft., \$2.28. Straight—4 ft., \$1.37; 4½ ft., \$1.56; 5 ft., \$1.76; 5½ ft., \$1.98.

It was reported some time ago that new prices would likely be issued on gasoline lamps and lanterns. The prices which are now being quoted on the Air-o-Lite are as follows:—No. 307 lamp, \$8 each; No. 317 lamp, \$9 each; No. 318 lamp, \$9 each; No. 319 lantern, \$7.50 each.

**Steel Butts Higher.**—Another advance has gone into effect on wrought steel butts, both plain and plated, and also on heavy and light T and strap hinges. The new quotations follow:

**BUTTS,** 241 A-F or D2—2½ x 2½, 23c pair; 3 x 3, 24c pair; 3½ x 3½, 24c pair.

**WROUGHT STEEL BUTTS**—800 x 1, 23c doz. pairs; 800 x 1½, 34c doz. pairs; 800 x 2, 48c doz. pairs; 804 x 2½ x 2½, 70c doz. pairs; 804 x 3 x 3, 97c doz. pairs; 804 x 3½ x 3½, \$1.42 doz. pairs; 804 x 4 x 4, \$1.73 doz. pairs; 840 x 1½, 35c doz. pairs.

**HEAVY STRAP HINGES**—4 in., \$1.80 doz. prs.; 5 in., \$2.10 doz. prs.; 6 in., \$2.40 doz. prs.; 8 in., \$3.25 doz. prs.; 10 in., \$5.70 doz. prs.; 12 in., \$7.05 doz. prs.

**HEAVY TEE HINGES**—4 in., \$1.50 doz. prs.; 5 in., \$1.75 doz. prs.; 6 in., \$1.80 doz. prs.; 8 in., \$2.40 doz. prs.; 10 in., \$4 doz. prs.; 12 in., \$6.55 doz. prs.

**LIGHT STRAP HINGES**—3 in., 50c doz. prs.; 4 in., 60c doz. prs.; 5 in., 70c doz. prs.; 6 in., 85c doz. prs.; 8 in., \$1.25 doz. prs.; 10 in., \$1.75 doz. prs.

**LIGHT TEE HINGES**—3 in., 50c doz. prs.; 4 in., 55c doz. prs.; 5 in., 65c doz. prs.; 6 in., 75c doz. prs.; 8 in., 90c doz. prs.

The Dominion Glass Company, who manufacture lamp chimneys of various kinds, have suffered the loss of their entire manufacturing plant by fire. It is claimed that this means when their present stocks are exhausted, this line will have to be imported from the States at an advance of approximately 50 per cent. more than to-day's prices. It will undoubtedly take till the first of the year for these people to rebuild their plant, and possibly another six months from then until they will be in full operation.

### "THE BEST BUSINESS STROKE I EVER MADE"

**T**HE American Magazine under the heading of "He Used His Head," published the following hardware trade story as winner of the second

#### He Used His Head

"The Best Business Stroke I Ever Made," was during the panic of '73. One afternoon I read in an evening paper the account of a burglary that had been committed the night before in a suburb of Pittsburgh and the wounding of the owner of the house. A short time before this I had noticed in the window of a hardware store a new kind of fastener for window sashes. It was simple, strong, and inexpensive. Unlike the fasteners then in general use it could not be pried off from the outside; to throw it off, a pane of glass would have to be broken. I went at once to the store and bought two gross at six dollars per gross.

By 8 a.m. the next day I was in that suburb. I went direct to the house that had been robbed.

The wife of the owner answered the bell. "Madam," I said, "if your windows had had these fasteners on them the burglars could not have entered this house, as they did, through a window. Let me have a table knife and I will show you how easy it was for them to throw the fastener." Result, she bought fasteners for every window in the house at twenty-five cents per pair.

The town was yet greatly excited and when I stated that Mrs. — had bought a pair of the fasteners for every window in her house I sold to almost every house I called at. During the morning I passed a schoolhouse at recess time. There were perhaps some two hundred children playing in the yard. I gathered them around me, showed and explained the fasteners to them, and said: "If Mr. — had had these fasteners on his windows his house could not have been robbed, and he would not have been hurt. Now when

you go home to dinner tell your folks what I have told you, and tell them that I will call this afternoon or to-morrow."

It was the best bit of free advertising I ever got. By noon of the third day I had sold about seven gross, and had placed them in almost every home in the town.

For some months after that I watched the papers for news of burglaries committed in suburban towns and, striking while the iron was hot or, rather, while the excitement was at white heat, I made more money than I could have made in two years working at my trade.

### TRADE NOTES

Considerable interest has been aroused in Montreal by the Militia Department's request for 400 men from the ranks of the local militia to fill up the gaps in the composite battalions on guard duty at canals, etc., along the border, owing to the large number of the latter enlisting for overseas service. Under the terms of their service, members of the militia have no recourse but to serve when ordered to do so as guards, and, as the call was a totally unexpected one, and affects men who as a whole occupy important mercantile positions, it is having a somewhat disturbing effect.

#### Montreal Committee at Ottawa.

A committee, representing the Dry Goods, Hardware and Grocery Associations of the Montreal Board of Trade, went to Ottawa on Tuesday to interview the Minister of Customs in regard to the advancing duties on imports that are based on value at time of receipt in this country.

### SELLING MORE GARAGE HARDWARE

A handsomely gotten up 40-page book, entitled "Selling More Garage Hardware," has been issued by the Stanley Works, New Britain, Conn. The book tells a real story of the efforts of the Stanley Works to assist the hardware trade in selling more Stanley garage hardware. The book, attractively illustrated, describes in detail the campaign which is being carried on to create a demand for Stanley garage hardware. It also shows a great many forms of dealer helps which are available for the trade. The book, if studied, will provide the merchant with a fund of information, which should prove invaluable in pushing a line for which there is an ever increasing demand.

### APPOINTED WESTERN AGENTS

Brown & Gosling, manufacturers' agents, Winnipeg, have been appointed representatives in the West for L. H. Packard Co., manufacturers of shoe dressings, polishes, etc., Montreal.



## WEEKLY PAINT DEPARTMENT

# Opinions Conflict About Linseed Oil

*One Crusher Thinks Lower Tendency in Price is Justified—Takes Fling at Jobbers for Taking Long Profits—Also Says Price of Paints Too High—Situation is Somewhat Complicated*

**O**IL crushers are in an uncertain state of mind as to the future of the linseed oil market. One in particular points out that the market has been higher for some time than the conditions warrant. This crusher also states that the price of ready-mixed paints have been correspondingly high. He points out that while the price of linseed oil has been steadily decreasing and white lead has also shown a decrease, yet the price of paints has not fallen. There is apparently an inaccuracy about this statement, as white lead on June 19, 1915, was quoted at \$10.45 in ton lots; in February of the present year it was quoted at \$11.35 per 100 pounds in ton lots; while at the present time it is quoted at \$13.95 per 100 pounds in ton lots.

Prepared paints a year ago were quoted by some of the leading paint manufacturers at \$2.30 per gallon. In February of the present year they were selling at \$2.20 per gallon, while at the present time they are selling at \$2.65 per gallon. In other words, when linseed oil was selling approximately for 77c a gallon in six to nine-barrel lots on June 19, 1915, prepared paints at that time were selling for \$2.30 per gallon. When linseed oil was selling in the neighborhood of \$1 per gallon on February 12, 1916, the price of prepared paints was \$2.20. At the present time when linseed oil is quoted in the neighborhood of 70c a gallon, paint is quoted at \$2.65 per gallon. If the linseed oil situation were the only factor to be taken into consideration, it would appear that the contention of one of the crushers that paints are too high in price would be a fair one.

But it must be borne in mind that the price of white lead in oil has maintained a firm and rising price throughout that period. In June of last year it was quoted at \$10.45 per 100 pounds in ton lots; in February of the present year it was quoted at \$11.35 per 100 pounds in ton lots; and at the present time it is quoted at \$13.95 per 100 pounds in ton lots.

It must also be borne in mind that many other products used extensively in paint making have advanced tremendously since the outbreak of the war, in fact, some materials are practically off the markets.

### Linseed Oil Follows Flax Market

The present downward tendency in the linseed oil situation can be accounted for largely by the lower price in flaxseed. On June 28, 1915, flaxseed was selling, spot seed, at \$1.54 $\frac{1}{8}$  per bushel, while October deliveries were quoted at \$1.59 per bushel. To-day flaxseed is selling at \$1.58 for spot seed, and \$1.62 for October. The highest point for flaxseed was reached in February, 1916, when the price was \$2.25 per bushel. At that time oil was selling in the vicinity of \$1 per gallon. With flaxseed at \$1.54 $\frac{1}{8}$  per bushel a year ago, the price of linseed oil was in the neighborhood of 77c per gallon. To-day with flaxseed selling at \$1.58 the price of linseed oil is 70c per gallon.

### Thinks Jobbers Hold Price Up

The recent decline of 5c per gallon in the price of linseed oil was accounted for by one crusher by stating that the jobbers have been getting too long a profit for their services, and the declines were due largely in a manufacturing way to the prices striking cost levels. "We have forced the jobbers to accept a lower margin. When they are getting 10 to 20 per cent. profit we consider they are getting a profit that is not warranted. If they do not reach the levels that conditions warrant, we will not hesitate to cut the jobber out and sell to the consumer direct," said the manager of one concern.

On the other hand, it was pointed out by another crusher that the jobbers have bought pretty heavily at the higher prices, and would naturally endeavor to hold the jobbing price as firm as possible.

### Freight Rates Have Fallen

One of the factors that usually enter into the determining of the price of lin-

seed oil is the disposal of the oil cake. Freight rates for the shipment of this commodity abroad consequently enter into the case. About four months ago the cost of shipment to England was in the neighborhood of \$1.05 per 100 pounds. This made the freight alone amount to \$21 per ton. At the present time the freight is around 65c per 100 pounds, or about \$8 per ton less than four months ago. While the price of freight has come down the price paid by the consumer in the Old Lands has also dropped, in some cases in greater proportion than the amount of the freight rates. In one instance it was stated that while the freight rates are much lower now, the oil cake was being disposed of abroad for something like \$6.25 less per ton below their margin when the rates were higher. It was pointed out that this tendency should, if anything, operate to make the price of linseed oil firmer.

With the release by the Admiralty of many ships which were formerly in their commission, and with the placing of many captured enemy ships into use, the carrying capacity of the ocean bottoms has been largely increased, and freight rates as a result have been going steadily downward.

### Flax Acreage Problematical

While the Department of Agriculture at Ottawa has been advising the Western farmers to plant 10 per cent. greater acreage in flax this year than last, it is not known as yet what results this will bear. The flax crop of Canada last year was in the neighborhood of 10,000,000 bushels. With the excellent prices for flax which obtained during the first part of the present year there was every encouragement to the farmers to plant a greater acreage in flax. With October deliveries of seed quoted at \$1.59 per bushel at the present time there is a possibility that farmers will not plant flax so readily under these conditions.

(Continued on page 48)





Cut A

## "Steel Grip" Painters' Brushes

To properly and evenly spread paint or varnish it is necessary to have a Brush constructed so that the Bristles converge to the centre, as shown in cut A. This produces an elastic and resilient action—a feature demanded by the best practical painters, who know from long experience the advantage of using this type of Brush.

This result can only be obtained in the swell or oval-faced compressed "STEEL GRIP" ferrule construction (Patented 1910), which entirely overcomes the spreading of Bristles which is more or less found in Brushes made with a straight or flat-sided ferrule (see Cut B) and also is often exaggerated by manufacturers to give the Brush the appearance of size with a less amount of Bristles. Besides, by compressing the ferrules, the Bristles are so firmly gripped that it is impossible for them to come out.

"STEEL GRIP" Brushes are most economical to use, as, on account of their high quality and general efficiency, they give long and satisfactory wear.

**The Boeckh Bros. Company, Ltd.**

**TORONTO, CANADA**



Cut B

Paint is one of those things that put you to the test.



If you sell an inferior brand it will soon destroy confidence in you and injure your business.

You will positively protect yourself, gain utmost confidence and immense business by selling

### Jamieson's Pure Prepared Paints

The Jamieson durability, ease of application, covering capacity, and beauty are remarkable.

The price is reasonable, and the profit good.

Write for particulars.

**R. C. JAMIESON & CO., Limited, MONTREAL, CANADA**

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

*If interested, tear out this page and keep with letters to be answered.*



## OPINIONS CONFLICT ABOUT LINSEED OIL

(Continued from page 46)

However, there is another influence in the backward planting season for wheat and other grains, which may operate to cause a greater acreage of flax. Flax can be planted much later in the season than almost any other grain. If the wet weather throws the planting season for wheat and oats and barley beyond the time when it would be feasible to plant and still get a crop, a larger acreage of flax may be planted even in spite of the

lower quotations for flaxseed at the present time, as compared with the high levels of \$2.15 and \$2.25 a bushel reached the early part of the present year.

## WEEKLY PAINT MARKETS

(Continued from page 50.)

**Glass.**—The glass situation is unchanged, but the tendency towards higher prices on sheet glass is becoming more pronounced. It is reported that glass manufacturers in the States contemplate raising their prices shortly, which would force the trade to take similar action. Prices shown with current quotations.

**Putty Firm.**—The market continues firm, although there is only a light demand. The high price and scarcity of whiting being the cause of this. Although ocean freight rates are somewhat easier, there is no perceptible improvement in the whiting situation. The following prices are being quoted for standard putty in less than ton lots:

Per 100 lbs.

Bulk, in casks .....	\$2.80
Bulk, in 100-lb. drums .....	3.00
Bulk, in 25-lb. drums .....	3.10
Bladders, in barrels .....	3.40
Pure putty, 70c per 100 lbs. advance.	

# A Record in Poultry Foods

*Haileybury, Ont., Firm Gets Good Results From Using Mailing Lists—Co-Operation With Manufacturers Has Brought Splendid Results*

From an authorized interview by a Hardware and Metal representative with H. F. Buchanan, Manager, the Northern Canada Supply Co., Haileybury, Ont., branch.

## Mailing Lists a Great Success

The most reliable route we have for reaching our customers of all these varied classes has proved to be local mailing lists. We buy them locally then eke them out by our own stock of information that we pick up in the course of daily contact with the people.

## Working With the Manufacturers

After thus revising the list we send it out to various manufacturers who carry goods particularly likely to appeal to these people and then get our goods ready. It never fails to stimulate trade. The manufacturers then write personal letters to these prospects and continue to follow them up by this means and in the interval they turn over to us any likely information they pick up.

Invariably the customers begin to come in with these letters which refer them to us for the goods. In this way our trade is stimulated at the manufacturers' expense as a result of the slight trouble of compiling a voters' list from the tax lists at the city hall, or for the trifling expense of buying a city and rural mail delivery list. In this way we have done remarkably well with poultry and stock foods, paints, binder twine, and hay wire in the order named.

## A Record in Poultry Food

We found chicken foods particularly profitable and sold a large quantity of grit, oyster shells and ground bone to farmers and town residents as a direct result of mailing lists. We were the more surprised because of the fact that we had always carried this line, but had always considered it a dead one. At least our sales had been very light in it. Surprisingly enough, the great bulk of the trade developed amongst the towns-

people and in a class whom we had not suspected of having hens. Later developments proved that a majority of small householders keep a few chickens or pigeons, and in addition to poultry foods, will buy poultry netting, small quantities of nails and builders' hardware, etc.

In this particular case we added to the mailing list we had secured, by tacking on the name of every chicken owner we could think of. Also, we scouted about town, asked questions and so dug up prospects we had never suspected of being potential customers for this class of trade. We found that they only needed good suggestions to bring them around to us. Occasionally the manufacturer will write to us crediting us with our profit on a sale he has made direct by mail.

## NEW ROOFING MATERIAL

A new roofing material for homes, is being shown by Bird & Son, Hamilton, Canada. It consists in an asphalt-saturated felt base with crushed slate surface, and made twice the size of an ordinary shingle. It is claimed for the shingle, that it is not only as handsome as slate, but it is economical as to cost, very durable and resists fire; easy in application on account of uniform size.

The new shingle is being marketed in conjunction with the firm's Paroid Roofing and Neponset Wall Board.

## FOR AMERICAN ARMY

Two carloads of field kitchens, designed for the use of Canadian overseas forces, and made by McClary Mfg. Co., London, Ont., have been shipped to Cambridge and Farmingham, Mass., for the United States army on Mexican service.

**H**AILEYBURY is a town of between thirty-five hundred and four thousand people of several distinct classes as far as their value to us as buyers is concerned.

The town itself is primarily a residential one, lying six miles from Cobalt and serving as the home for many of the salaried employees of that great mining camp. That is, those whose means will allow them to, maintain a residence here so that we are brought in direct touch with the best buying element of Cobalt.

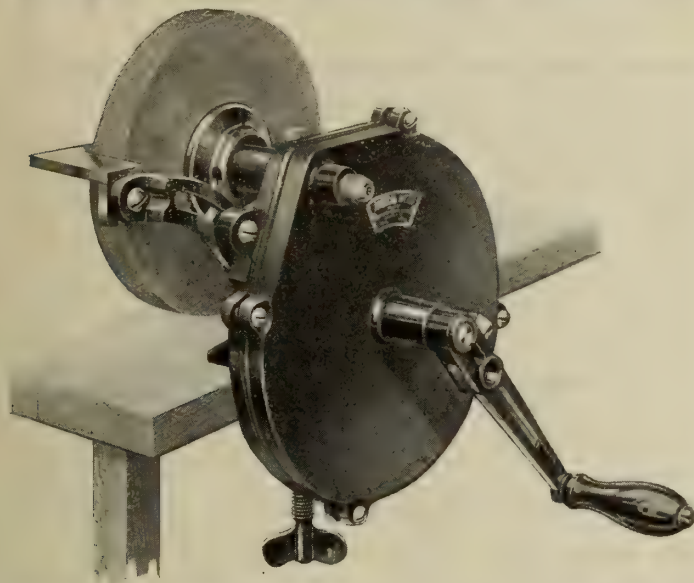
In addition to this element the town serves a goodly farming population in the narrow strip of agricultural land that lies between the mining country on the south and the farming section of New Liskeard on our south. The bulk of the mining trade goes to Cobalt, but we get some of the leakages and there are in addition a few small mines working in this immediate district, to say nothing of a good sized prospectors' trade that is with us all summer and which we consider amongst our best for it is practically a cash trade. We also draw considerable trade from the French population on the Quebec side of Lake Temiskaming in which this town is situated. We also get some of the trade of supplying the lumber camps that are getting out pulpwood, though Liskeard from its situation draws the bulk of this trade. But the towns are all so close together and their trade territories so infringe on one another that it is possible to expand in any one of several directions; to say nothing of having the other fellow expand at your expense.

It may be seen from the foregoing that it is necessary for us to carry a very mixed stock so as to meet the requirements of several staple industries, chief of which are farming, mining, lumbering and a well-paid class of townspeople.



**ANNOUNCEMENT TO CANADIAN TRADE**

IMMEDIATE DELIVERIES ON

**American Self-Oiling Grinders****SICKLE GRINDERS TOOL GRINDERS  
POWER GRINDERS**

If your jobber does not handle, write direct to factory.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta.  
EASTERN CANADA AGENTS: John M. Graham & Co., 113 Chambers  
Street, New York City**American Grinder Mfg. Co., Milwaukee, Wis.****"MR. OWNER,"** said the Architect to his client, "the walls and floors of this building of yours will be concrete—and they will be waterproof, too. I have specified**R.I.W. TOXEMENT**  
PATENTED  
REMEMBER ITS WATERPROOF  
REG. U.S. PAT. OFF.

R.I.W. Toxement is a dry powder, added in small quantities to the Portland Cement. It lubricates the concrete and waterproofs it against the fiercest driving storms—even against water pressure.

It waterproofs reinforced concrete factories, piers, bulkheads, chimneys, tanks, dams, bridges, walls, etc., etc.

Those interested in any form of concrete construction should read our "Toxement Booklet." Address Dept. 50.

Manufactured in Canada by

**R. I. W. DAMP-RESISTING PAINT CO.  
TOCH BROTHERS**Gerrard St. and Carlisle Ave.  
TORONTO, ONTARIO, CANADA**T**ESTING our varnishes in our own finishing shops before shipping, under actual working conditions is an important link in the chain of our perfect varnish service.

This rigid inspection, and practical criticism of our products by our own experts prevails throughout our manufacturing department from the gum melting to the final sealed package.

This is why we are enabled to ensure goods that are absolutely dependable, and have established such a feeling of confidence in our Finishes among all classes of consumers.

Berry Brothers' label is an efficient varnish salesman, as it is generally conceded among buyers that "if it's Berry's it's right."

Make your varnish business grow by featuring Berry Brothers' line.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealer's proposition.

**BERRY BROTHERS**  
(INCORPORATED)  
**World's Largest Varnish Makers**

Established 1858

**WALKERVILLE, ONTARIO**

(342)

*If interested, tear out this page and keep with letters to be answered.*



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, June 29. — There has recently been some improvement in the weather in relation to the outside use of paints, but the fact remains that for about two months the conditions were such as to make it impossible to carry on operations; in the country districts this means that the bulk of this business has been lost for the present season because painting is usually done at a period when little can be accomplished on the land. The consumption of inside paints has been very satisfactory and travelers report that had it not been for the rains there would have been a splendid season, especially in Eastern Canada; as it is, the re-ordering from the retail trade is for comparatively small lots. In the manufacturing and industrial lines business is generally satisfactory, there having been marked improvement recently with the revival of activity in manufacturing circles, while the transportation companies and other big corporations are showing a disposition to spend more freely after a period of inactivity. Manufacturers state that conditions are very satisfactory, all things considered.

The easy tendency in the oil and turpentine markets continues, but the lead situation has become so unsettled that for the time being no action will be taken in connection with the contemplated change of prices. The American pig lead market weakened on reports that the volume of munitions business was falling off but strengthened again under the influence of the Mexican situation. There has been no further talk of possible changes in prices of ready mixed paints.

The varnish situation is very unsettled. For some time, as has been pointed out, the rising cost of production has warranted higher prices. On some lines advances were made from time to time and on June 1st there was an understanding amongst large manufacturers that the increases should become general. The basis was for an advance on the net price of 25 cents on qualities selling above \$2 per gallon and 15 cents on the cheaper lines. Adjustments are still being made.

**Oil Again Lower.**—Although for some days there has been practically no change in the situation as regards the production of linseed oil, adjustments to lower levels have continued on the influence of previous weakness. The low quotation heard in the market is 73 cents and 76 cents, for raw and boiled respectively, on the single barrel basis, but it is understood that further reduc-

tions of 1 to 2 cents may be shortly made. On the other hand prices as high as 77 cents and 80 cents are still heard. Generally speaking the market is about as follows:

	Raw	Boiled
1 to 2 barrels .....	73c-75c	76c-80c
3 to 5 barrels .....	72c-74c	75c-79c
6 to 9 barrels .....	71c-73c	74c-78c

**Lead Very Unsettled.** — The easier tendency in the lead situation, which has been referred to for some weeks and which was last week predicted as likely to be followed by a decline on white lead in oil, has been succeeded by very unsettled conditions. Weakness in the American market, brought about by reports that munitions orders were falling off, was followed by strength on the developments in connection with the Mexican situation and that by fluctuations in both directions. The result has been that makers of white lead have decided to take no action until such time as the outlook is more settled. The situation may be regarded as fairly easy at \$13.80 for tons with 30 cents added for smaller lots for pure lead in oil.

**Turpentine Continues Easy.**—Reports from primary sources do not indicate any important change in the turpentine situation but there is still an easy feeling evident locally and the low quotation has dropped another cent. The following figures cover the range:

1 barrel, 63c-66c per Imperial gallon.
2 to 4 barrels, 62c-65c, per Imperial gallon.

**Gasoline Unchanged.**—There are no tendencies reported in the gasoline market this week, and prices remain steady. The outlook is much as previously reported with the high point evidently passed and the matter of adjustment dependent upon foreign consumption and that again upon the duration of the war. Prices are given in the current market quotations.

## TORONTO

**T**ORONTO, Ont., June 29.—The improvement in the weather has put a little more life into the paint trade, and if maintained will result in a good movement of paints from dealers' shelves. Consumption has so far been seriously interfered with by the weather, but the volume of business during the coming month should show a marked improvement. The demand from manufacturers has been steady, and is increasing in volume. Prices generally are holding firm, although linseed oil and turpentine continue to show weakness. White lead is unchanged, but

there is some talk of lower prices due to the weakness in the pig lead market. Resins are very firm on good demand and prices of most grades have advanced. Glues are still high, and there is a considerable scarcity of imported grades.

**Linseed Oil Weak.**—The market is still unsettled and weak, and a wide range of prices is being quoted. The wet weather has had a tendency to keep the oil business dull, and the demand, although improved, is not by any means as brisk as it should be at this season of the year. Some authorities claim that present prices are lower than warranted under present existing conditions.

The following prices are quoted:

	Raw	Boiled
1-2 barrels .....	70c-72c	73c-75c
3-5 barrels .....	69c-71c	72c-74c
6-9 barrels .....	68c-70c	71c-73c

**Turpentine Weaker Again.**—The market continues weak and unsettled on account of price-cutting, due to light demand. The turpentine market in the South is quiet and demand only moderate. Prices in Savannah are at present lower than they were at the corresponding period last year. Stocks of turpentine locally are heavier, but the market is quiet. The following prices are being quoted locally on turpentine:—1-barrel lots, 60c; 2 to 4-barrel lots, 58c; and 5-gallon lots, 68c per Imperial gallon.

**Resins Advance.**—The market is very firm and prices have advanced, ranging from 25c to 50c per barrel higher. The demand continues good, particularly for the cheaper grades, which are used in the manufacture of shrapnel shells.

**White Lead Weaker.**—Prices are unchanged, but they have an easier tendency, due to the weakness in the pig lead market. A further decline in the lead market may result in some action being taken with regard to lead in oil, which would mean lower prices. The prevailing price for white lead in oil is \$13.95 per 100 lbs. in ton lots.

**Gasoline Situation.**—Notwithstanding the steady increase in the consumption of gasoline, it is generally believed that the end of high prices is in sight owing to the great stimulation which has been given to production. It has been stated that there is more petroleum being brought to market than at any previous time in the history of the oil industry, except at one particular time for a short period. Prices are unchanged, gasoline being quoted at 32c and benzine at 31½c per gallon.

(Continued on page 48.)



# CONCENTRATION

Concentrate on one line.

If you find a good thing, stick to it.

Cut out the useless, non-selling lines.

Put your energy into pushing attractive, saleable stock.

Every ounce of energy is needed nowadays to meet competition.

By simplifying your paint department, you can concentrate on the essentials.



The "B-H" Line is an individual line.

It is a line of Paints and Paint specialties that will land you somewhere worth while.

The Power of its Sales is cumulative.

The Power of its Prestige is expanding.

The Power of its Profits is enriching.

## "B-H" "ENGLISH" PAINT

heads the list and besides this leader our Four Famous Finishes:—

"B-H" "ENGLISH" "ENAMEL WHITE"

"EVERLASTIC"

"DEPENDON"

"GOLD MEDAL VARNISH"

and a complete line of other specialties.

Send us a *Line* about this *Line* to-day.

It will pay you to *concentrate* on the information we will mail you.

# BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

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Toronto

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*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

## ALUMINUM

Ingots, 99% pure, lb. .... 65  
Pattern, lb. .... 51  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½%; Arrow, 20%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 per M. net; C. F. 32 STW., \$8.25 per M. net; C. F., 38, STW., \$10.45 net.

"Dominion" B.B. Caps, 35-10%; C. B. Caps, 35-2½%; 22 short, black, 35-2½%; 22 short smokeless, 40-10%; 22 long, black, 35-2½%; 22 long smokeless, 35-2½%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance, 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20-10%; 22 short, smokeless, 37½%; 22 long black and Lesmok, 20-10%; 22 short, smokeless, 22-10%; 22 long, rifle, black, 15%; Other R.F. ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Shot, 25%; Military and Rifle Ball, adv., 10%; tary and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 27½%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—8 in., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 25  
Cherokee, doz. .... 8 00  
Hand made, doz. .... 8 00  
Model, doz. .... 8 25  
Black Diamond, doz. .... 9 00  
Samson, single bit, doz. .... 9 00  
Samson, single bit, handled doz. .... 12 50  
Samson double bit, doz. .... 12 50  
Samson flooring axes, No. 2, doz. .... 9 75  
Single bit, doz. .... 6 75  
Double bit ..... 10 50  
Hunters' Axes ..... 5 00  
"Boy's" Axes ..... 5 75  
Bench Axes, Samson No. 2, doz., net ..... 9 60  
No. 3, doz., net ..... 10 00  
No. 4, doz., net ..... 11 00  
No. 5, doz., net ..... 12 40  
No. 6, doz., net ..... 13 20

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.  
Thomas Robertson & Co., Ltd. — No. 1, 32c; No. 2, 23c; No. 3, 19c.  
Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.  
Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.  
Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BEELING (Leather.)

Extra, 40%.  
Standard, 40 and 10%.  
Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

## BENZINE

Montreal Toronto Single bbls., gal. ... 0 32½ 0 31½  
Drums, gal. .... 0 29½ 0 29½

## BOLTS AND NUTS

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 40%.  
Carriage Bolts (\$1), list, 7-16 in., 25%.  
Machine Bolts, ¾ in. dia. and smaller, 40%.  
Machine Bolts, 7-16 in. dia. and larger, 30%.  
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 30%.  
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.  
Coach and Lag Screws, 50%.  
Skein Bolts, 45%.  
Square Head Blank Bolts, 30%.  
Bolt Ends, 30%.  
Plew Bolts, 20%.  
Elevator Bolts, 30%.  
Fancy Head Bolts, 25%.  
Shaft Bolts (\$3 list), 25%.  
Sten Bolts, large head (\$3) list, 25%.  
Whiffletree Bolts, 25%.  
Nuts, square, 2c off list.  
Nuts, hexagon, 2c off list.  
Stove Rods, per lb., 8c.  
Stove Bolts, 62½%.  
Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb. ... 0 07½

## BRASS

Per lb.  
Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60  
Rods, base ¼ to 1 in. round 0 55

Tubing, seamless base ..... 0 55  
Tubing, iron pipe size, 1 in. base ..... 0 50  
Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

Per doz.  
No. 1—18 in. x 24 in. .... 6 00  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. .... 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.  
Paper lined, 60%.

## BOARDS (Wash)

	Tin	Plate	Zinc
	Per doz.		
Pony	\$1 75		
Crown	3 55		
Dandy	3 75		
Improved Globe	2 65	3 85	
Standard Globe	2 75	2 95	
Neptune	2 75	3 95	
Original Globe	3 00	4 25	
Newmarket King	4 25		
Victor (Glass)	4 25		
Jubilee	4 25		
Diam'd King (Glass)	4 50		
Western King		4 25	
(Enamel)		6 00	
Beaver, brass		1 25	
Wood, double faced.			1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. .... 16 13  
Weighted, 20 lbs., per doz. .... 18 50  
Weighted, 25 lbs., per doz. .... 22 32

## BUTTS

No. 804, 50, 12½%; No. 840, 50 5%; No. 800, 40%; No. 838, 45%  
No. 802, 50%; No. 808, 45%; No. 810 and 814, 35%.

## CANS

Milk factory cans, 15%.  
Cream cans, 20%.  
Railway cans, 20, 5%.  
Hand delivery and creamery cans, 20%.  
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.  
Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots ..... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto, 1 50 1 50  
White Bros. English, 2 00 2 05  
"Lafarge" cement, in wood 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00 23 00  
Fire brick, English ..... 17 00 21 00  
Fire brick, Mm., low 23 00 25 00  
Fire clay, 2½-lb. tins, doz. .... 1 25

## CEMENT (TURNACE)

14 lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04

## CEMENT, ROOFING

Per gal.  
Roofing cement (in bbls.) ..... 0 29  
Cement (in 5 and 10 gals.) ..... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross ..... 0 65 0 80  
Carpenters' lead pencils, per gross ..... 2 40 6 75  
Crayons, per gross ..... 0 20  
Carpenter, white, gr. .... 0 65  
Carpenter, blue, gr. .... 0 80  
Carpenter, red, gr. .... 0 80

## CHISELS

Cold chisels, 5x6 in. doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50

Common cold, ½, \$1.25; ¾, \$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50.  
Socket Chisels, 75% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.  
Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; 5/8, \$6.80; ¾, \$6.70; 1, \$6.55; 1½, \$6.40.

Electric Weld Coil Chain—BB 2-16 in., \$11.45; ¼ in., \$8.15; 5-16 in., \$6.65; ¾ in., \$5.60; 7-16 in., \$5.60; ½ in., \$5.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$13.50 per 100 lbs.

Steel Jack, 15% net.

Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

## COPPER

Montreal Toronto Casting ingot, see weekly report  
Bars, ½ to 2 in. .... 47 50 46 00  
Plain sheets, 14 oz., 14x28 in., 14x60 in. 46 00 45 00  
Copper sheet, thinned, 14x60, 14 oz. .... 55 00 54 00  
Copper sheet, planished, 14x60 base .58 00 57 00  
Braziers' in sheets, 6x4 base ..... 47 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$2; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

## Galvanized

18x24x52 ..... 6 25 6 25 6 50  
60 ..... 6 50 6 50 6 75  
20x28x47 ..... 6 75 6 75 7 00  
20x28x94 ..... 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box  
IX, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25  
Raven and Murex Grades—  
IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00  
"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade—  
I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

## COKES, BRIGHT

Bessemer Steel—  
10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

## CROWBARS, 4 to 4½c per lb.

## DRILLS

Bit Stock Drills, 50%.  
Wood Drills, 20%.  
Straight Shank Drills, 45%.



MADE IN CANADA


**3 SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE**
**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the **BABBITT METAL** WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

# MOORE'S

## House Colors



It costs less for top-notch  
Paint Service

where

### Moore's House Colors

are used

This fact is always fresh in the minds of those who know—it brings users back for their next requirements.

Moore's House Colors (a pure linseed oil paint), is made from the very best and most lasting pigments combined, with pure linseed oil and the very best liquid dryers. Its working and lasting qualities and beauty are second to none.

*Write for our Agency Proposition.*

**MADE IN TORONTO, CAN.**

**Benjamin Moore & Company  
LIMITED**

WEST TORONTO

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST"—**  
**DOUBLE-COATED TISSUE.**  
I C, 14 x 20 base .... 7 00 7 00  
I X, 14 x 20 base .... 8 25 8 25  
I X X, 14 x 20 base. 9 50 9 50

**FILES AND RASPS.** Per cent.  
Great Western, American..65 10  
Kearney & Foot, Arcade..65 10  
J. Barton Smith Eagle..65 10  
McClellan Globe .....65 10  
Black Diamond .....55  
Delta Files .....60 10  
Nicholson .....55  
Globe .....65 10

**FITTINGS (IRON PIPE.)**  
Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.  
London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.** Doz.  
Hollow and pressed steel.. 0 80  
Solid ..... 1 20  
Special Stall Fixture, 40%.

**FRAMED MIRRORS.** Doz.  
Size glass, 4 x 6 ..... 1 00  
Size glass, 5 x 7 ..... 1 25  
Size glass, 6 x 9 ..... 1 60  
Size glass, 7 x 9 ..... 1 75  
Size glass, 8 x 10 ..... 2 00  
Size glass, 9 x 12 ..... 2 60  
Size glass, 10 x 14 ..... 3 10  
Size glass, 10 x 17 ..... 3 75

**GASOLINE.** Montreal.  
Barrels ..... 0 33  
Drums ..... 0 30  
Tank wagon ..... 0 29½

Any quantity, in bbls..... 32  
Drums, 40-gal., per gal.... 29  
Tank wagon ..... 28½

**GRINDSTONES.** Per 100 lbs.  
Over 40 lbs. and 2 in. thick 1 45  
Smaller sizes extra.

**HALTERS (SNAP AND RING)** Doz.  
Russet rope shank, 1 in..\$ 7 75  
Russet rope shank, 1½ in. 9 25  
Black rope shank, 1 in. .... 8 00  
Black rope shank, 1½ in. .... 9 40  
Hand sewn, no shank, 1 in. 11 50  
Hand sewn, no shank, 1½ in. .... 13 00  
Hand sewn, with shank, 1 in. .... 14 75  
Hand sewn, with shank, 1½ in. .... 16 25

**HALTERS (SISAL)**  
7-16 in., \$1.25 doz.; ½-in., \$1.50 doz.; ¾-in., \$21.

**HAMMERS, SLEDGE**  
Can., 5 lbs. and over, cwt.. 8 85  
Masons, 5 lbs. and over, per cwt. .... 10 10  
Napping, up to 2 lbs..... 0 13½

**HANDLES (WOOD)** Net  
Axe, No. 3 culls, doz..... 0 82  
Axe, No. 1 hickory, doz..... 2 14  
Axe, 2nd growth, doz. .... 3 00  
Second growth ash, fork and shovel handles, 35 per cent.  
Extra ash fork, hoe, rake and shovel handles, 35 per cent.  
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.  
Team whiffletrees and neck-yokes, 30 per cent.  
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.  
All other ash goods, 40 per cent.  
Railroad and navy pick, 25 per cent.  
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.  
Hickory cant hooks and peavies, 25%.  
Maple cant hooks and peavies, 35%.  
Doubletrees, 35 per cent.  
Extra quality, 40 per cent.

**HANGERS, BARN & PARLOR**  
Stearns, wood track, Special. 9 00  
Zenith ..... 9 00  
Atlas, steel covered... \$5 25 6 60  
Perfect, No. 1 ..... 8 50  
Perfect, No. 1½ ..... 9 50  
Perfect, No. 2 ..... 10 00

New Milo, flexible  
dozen ..... 6 50

**Steel King Hangers,**  
doz. sets ..... 6 40

**Storm King and safety hangers,** doz..... 6 50

**Storm King rail** ..... 4 70

**Crown** ..... 4 85

**Crescent** ..... 7 25

**Sovereign** ..... 6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

**Steel track, 1 x 3-16 in.** (100 ft.) ..... \$3 25

**Steel track, 1½ in.** ..... 5½c ft.

**HATCHETS.** Samson Samson  
Per doz. Shingle Claw  
No. 1 ..... 7 20 8 25  
No. 2 ..... 7 80 8 50

**HINGES, TEE AND STRAP**  
Net Prices.  
Heavy Strap Tee  
4-inch ..... \$1 48 \$1 24  
5-inch ..... 1 79 1 55  
6-inch ..... 1 94 1 75  
8-inch ..... 2 64 1 98  
10-inch ..... 4 65 3 57  
12-inch ..... 5 78 5 63  
14-inch ..... 6 59 5 74

Net price figured at 22½%.

**Light.**  
3 in., doz. prs..... 0 43 0 43  
4 in., doz. prs..... 0 51 0 47  
5 in., doz. prs..... 0 60 0 55  
6 in., doz. prs..... 0 72 0 64  
8 in., doz. prs..... 1 06 0 76  
10 in., doz. prs..... 1 49 1 02  
12 in., doz. prs..... 2 55 1 91  
14 in., doz. prs..... 2 34

Heavy tee and strap discount, 22½%.

**Light tee and strap discount,** 57½ per cent.

**Screw hook and strap hinge—**  
Under 12 in., per 100 lbs.... 5 50  
Over 14 in., per 100 lbs.... 4 90  
Larger ..... 4 60

Extra hooks for above, ¾ in., per lb. .... 7  
Extra hooks for above, ¾ in., per lb. .... 6¾

Crate hinges and back flaps. 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000). 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

**HOES.** Grub, 3½-lb., \$4.55 doz.

**HOOKS, CORN.**  
Cyclone, doz. .... 2 40  
Hoes, corn, doz. .... 5 40

**HOOKS, GRASS** Canadian English  
No. 2, per doz. .... 2 15 2 60  
No. 3, per doz. .... 2 25 4 10  
No. 4, per doz. .... 2 35 4 60  
No. 5, per doz. .... 2 55

**HORSESHOES**  
Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp" No. 1 and smaller, \$1.75 Put up in 25-lb. boxes.

**HOSE, LAWN**  
Corrugated, ½ in., ft..... 0 11  
Corrugated, ¾ in., ft..... 0 14½  
Less 5 per cent. for full reels, 500 ft.

Cable, 70%.

Leader, 60, 10%.

**HAT AND COAT HOOKS**  
Coppered wire, 3 in., 65c gross.

**IRON AND STEEL** Montreal Toronto  
Angles ..... base 3 50 3 50  
Common bar, per  
100 lbs. .... 3 00 2 90  
Refined iron, per  
100 lbs. .... 3 05 3 25  
Horseshoe iron, per  
100 lbs. .... 3 45 3 00  
Norway iron ..... 7 25 6 00  
Mild steel ..... 3 30 3 25  
Band steel ..... 3 30 3 50  
Sleigh shoe steel... 3 30 3 25  
Domestic ..... 3 30 3 25  
Reeled machinery  
steel ..... 4 50 4 50  
Tire steel ..... 3 50 3 50  
Toe calk steel ..... 4 20 4 25  
Mining tool steel,  
per lb. .... 0 11½ 0 10  
Cammell Laird, lb. .... 0 18  
Sheet, cast steel, lb. 0 20 0 20  
Black Diamond tool  
steel, per lb. .... 0 12 0 11  
Silver tool steel, lb. 0 17½ 0 18½  
Spring steel ..... 4 60 4 50

**COLD ROLLED SHAFING.**  
7-16 to 9-16 in. .... 0 08  
¾ to 1-16 ..... 0 05½  
¾ to 1-7-16 ..... 0 05¼  
2 to 3 ..... 0 05  
List, plus 50 per cent.

**IRON, TINNED.**  
72x30 up to 24 gauge, case  
lots ..... 14 25  
72x30, 26 gauge, case lots. 14 75  
Less than case, 25c per 100 lbs.  
extra.

**IRONS (SAD)**  
Mrs. Potts, No. 55, polished,  
per set ..... 0 85  
Mrs. Potts, No. 50, nickel-  
plated, per set ..... 0 90  
Mrs. Potts, handles, japan-  
ned, per gross ..... 8 40  
Sad irons, common, plain ..... 5 00  
Sad irons, common, plated ..... 5 50  
Princess Electric, each ..... 2 75  
Ideal Electric, each ..... 2 85  
Gasoline Sad Irons, each ..... 3 50  
Ideal Gasoline, each ..... 3 15  
Dover Electric, net ..... 3 00  
No. 70, Dover, per doz..... 19 20

**LADDERS, ETC.** (Step Ladders)  
Shelf-lock ..... 13c ft.  
Ontario ..... 17c ft.  
Faultless ..... 21c ft.  
Mechanic ..... 26c ft.  
Hercules ..... 24c ft.  
Perfect ..... 23c ft.  
Faultless, extra heavy ..... 26c ft.  
Hercules, extra heavy ..... 29c ft.  
Mechanic, extra heavy ..... 31c ft.  
Chair ladders, each ..... \$2 00  
R.T. Standard ..... 17c ft.  
R.T. Economy ..... 13c ft.  
R.T. Iron Bound, 4-9 ft. 25c ft.  
R.T. Iron Bound, 10-14 ft. 30c ft.  
R.T. Iron Bound, 15-16 ft. 40c ft.  
R.T. Iron Bound, 17-20 ft. 50c ft.  
Crescent ..... 16c ft.  
Household ..... 12c ft.  
Standard ..... 19c ft.  
Electrician ..... 25c ft.  
Heavy duty ..... 45c ft.  
Extension ..... 23c ft.  
Common and Roped Extension.  
Up to 32 ft. .... 16c ft.  
Up to 36 ft. .... 18c ft.  
40 to 44 ft. .... 19c ft.  
48 to 52 ft. .... 24c ft.  
56 to 60 ft. .... 29c ft.

Single and Fruit Picking.  
10 ft. to 16 ft. .... 12c ft.  
18 ft. to 22 ft. .... 15c ft.

**LANTERNS** Per doz  
No. 0 Tubular Hot Blast Comet,  
plain, per doz., \$5; all brass, per  
doz., \$10.25; all brass, nickel-  
plated, per doz., \$15.25.  
Banner Buggy ..... \$10 40  
Banner Junior ..... 5 00  
Climax ..... 7 25  
Trulite ..... 7 25  
Reacon ..... 7 25  
No. 2 or 3 plain cold blast  
Short globe, pattern ..... 7 25  
Cold blast, japanned ..... 9 65  
Brass, well japanned ..... 24 25  
All brass ..... 2 60  
Little Bobs A.C., doz. .... 11 25  
Copper, well jap'd. .... 11 25

**LANTERN GLOBES**  
Cold blast, short ..... 0 60  
Cold blast ..... 0 60  
Cold blast, London ..... 0 50  
Prism globes ..... 1 20  
Cold blast, short ruby ..... 2 00  
Cold blast, common ruby. 2 00  
Less 5c a doz. in 6 doz. lots.

**LATHS (METAL)** Per sq. yd.  
26-gauge, pat'd metal lath 0 13  
24-gauge, pat'd metal lath 0 15  
23-gauge, pat'd metal lath 0 17  
24-gauge, galv. metal lath 0 21  
23-gauge, galv. metal lath 0 23

**LEAD.** Montreal Toronto  
Trail, 100 lbs., see weekly report.  
Lead Wool, 13c lb.  
Sheets, 3 lbs. sq. ft. 12 50 13 00  
Sheets, 3½ lbs. sq. ft. 12 25 12 50  
Sheets, 4 to 6 lbs.  
sq. ft. .... 12 00 12 25  
Cut sheets, ¼c per lb. extra.  
Cut sheets to size, 1c per lb  
extra.

**LINES, PLOUGH**  
Russian hemp, \$3.80 doz. pair  
Bleached flax, \$5.75 doz. pair.

**MACHINES (WASHING)** List Each  
Canadian ..... \$ 5 00  
Dowsell ..... 5 00  
Hamilton ..... 5 75  
Re-Acting ..... 7 50  
Snowball ..... 8 00  
Noiseless ..... 8 25  
Sunlight ..... 8 75  
Momentum ..... 8 75  
Waverley ..... 10 00  
New Century, style A ..... 9 00  
New Century, style B ..... 10 00  
New Century, Power, style  
D ..... 24 00  
New Idea, style B ..... 11 00  
Playtime, engine drive ..... 11 00  
Ideal Power ..... 16 00  
Seaford, electric ..... 60 00  
Seaford, engine drive ..... 25 00  
New Idea, electric ..... 50 00  
Sunshine ..... 4 50  
Popular, No. 1 ..... 5 25  
Economic ..... 6 00  
Champion ..... 9 00  
Excell-All ..... 11 00  
Blue Bell, without stand. 9 00  
Puritan Water Motor Wash-  
er, complete ..... 16 00  
Hydro, One Tub, engine  
drive ..... 26 00  
Low pressure water motor  
washer, each ..... 16 00  
Connor ball-bearing, with  
rack ..... 10 25  
I X L ..... 10 00  
Gem ..... 8 75  
Winner ..... 8 00  
Connor Improved ..... 5 00  
Jubilee ..... 4 50  
Canada First ..... 11 00

Discount, 20 per cent. Freight  
equalized with Montreal, Ottawa,  
Toronto, Hamilton, Kingston,  
London and St. Mary's on ship-  
ments of quarter dozen and up-  
wards.

**NET**  
Stephenson Washers ..... \$ 6 00  
Sterling ..... 9 50  
B.T. Bonnie, style A ..... 4 25  
B.T. Bonnie, style B ..... 4 50  
B.T. Ideal ..... 6 25  
B.T. Ideal Power ..... 7 00  
B.T. Ideal Water Motor .. 12 80  
B.T. Cyclone ..... 6 25  
B.T. Cyclone Water Motor 12 80  
B.T. Vollmar, No. 2 ..... 6 50  
B.T. Vollmar, No. 3 ..... 7 00  
Forest City, engine-driven. 22 00  
Forest City, electric ..... 48 00

**MALLETS** Per doz.  
Tinsmiths', 2½ x 5½ in. .... 1 65  
Carpenters', round hickory 1 95  
Lignum Vitae, round, 5 in. 3 65  
Caulking, No. 8, oak ..... 17 80

**MANGLES**  
Victor, each ..... \$15 65  
Woodyatt, each ..... 7 25

**MOPS**  
Mops, O-Cedar, doz. .... \$12 00  
S. W. Mops, doz. .... 3 30  
Mop Sticks, doz. .... 1 25  
Cast head mops, doz. .... 1 40  
Crescent, doz. .... 1 50  
Crank wringing, doz. .... 5 00

**Extra Cloths.**  
Challenge, doz. .... 2 10  
Woven, cloths, doz. .... 1 35





## Your Customers Will Appreciate

your advice keenly if, when they want a varnish or stain, you will recommend the best that their money will buy. Besides, you build prestige for your store.

Your advice has a cumulative value when you carry and recommend

### Sun Varnish

The best all-purpose inside varnish that brains can produce.

### Sun Floor Finish

The varnish that looks good and lasts longest, for it's hard to mar.

### Sun Spar

The best outside and marine finish that money can produce. Start now to build prestige for your store by stocking and recommending these highest grade varnishes.

## The Canada Paint Co., Limited

572 William St., Montreal  
112 Sutherland Ave., Winnipeg



**NAILS**  
Standard steel wire nails.  
Toronto, \$3.70 base; Montreal,  
\$3.75 base; London, \$3.70 base;  
Collingwood and Owen Sound,  
\$3.75 base.

Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 33 1-3 p.c.  
Pressed spikes, 1/2 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**  
M. R. M. cold forged process  
Size Length Prices per  
25-lb. box

No. 3, 1 1/2-inch	\$4 10
No. 4, 1 3/4-inch	3 80
No. 5, 1 15-16	3 25
No. 6, 2 1/2	3 00
No. 7, 2 5-16	2 85
No. 8, 2 3/4	2 75
No. 9, 2 11-16	2 65
No. 10, 2 3/4	2 55
No. 11, 3 1-16	2 45
No. 12, 3 3/4	2 48

London, Hamilton, Montreal,  
Toronto.  
Less 10 per cent.

**NETTING, POULTRY**  
Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.

Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING** Per rod  
Invincible, 1640 ..... 0 60  
Invincible, 1848 ..... 0 66  
Invincible, 2060 ..... 0 73  
Put up in 10, 20 and 30-rod rolls

**OAKUM** Per 100 lbs.  
Best (American) ..... 19 25  
U.S. Navy (American) ..... 18 50  
New hemp (English) ..... 13 50  
U.S. Navy (English) ..... 11 50  
Plumbers (spun) ..... 7 50

**OIL** Montreal Toronto  
Can. prime white petrol ..... 0 14 0 13 1/2  
Royalite ..... 0 14 0 13 1/2  
Palatine ..... 0 17 1/2 0 17  
Castor Oil, per lb. .... 0 45 0 25  
Black Oil (Summer) ..... 0 14 1/2 0 12 1/2  
Black Oil (Winter) ..... 0 12 1/2 0 13 1/2  
Cylinder Green ..... 0 35 0 35  
Paraffine ..... 0 24 0 22  
XXX Machine ..... 0 25 1/2 0 21

**OLD MATERIALS**  
Tea lead, pack, 5 1/2 lb.  
Tea lead, chest, 5 1/2 lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/2 lb.  
Brass, light, 11 1/2 lb.  
Zinc, heavy, 11 lb.  
Copper, heavy, 19 1/2 lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15 lb.  
Compos. turnings, No. 1, 13 lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2c.;  
bicycle tires, 2 1/2c.

**PACKING** Per lb.  
Fine jute ..... 0 11 1/2  
Coarse jute ..... 0 09 1/2  
Square braided hemp ..... 0 25  
No. 1 Italian ..... 0 30  
No. 2 Italian ..... 0 23

**PAPER, ETC.**  
O.K. Paper, per roll ..... 0 95  
Resin sized Fibre, per roll, 0 55  
Per 400 ft. roll  
Tarred Fibre, No. 1 ..... 0 80  
Tarred Fibre, No. 2 ..... 0 51  
Tarred Fibre, Good Luck  
Brand ..... 0 71  
Dry Fibre, Good Luck  
Brand ..... 0 59  
O.K. Brand corded sheathing 0 95  
Sheathing, Shield Brand, dry 0 43  
Sheathing, Shield Brand,  
tarred ..... 0 51  
Sheathing (Surprise) ..... 0 43  
Dry fibre, No. 1 ..... 0 68  
Dry fibre, No. 2 ..... 0 43  
Sulphate, Black Cat, tarred, 0 80  
Sulphate, Black Cat, dry, 0 60  
Per 100 lbs.  
Heavy dry straw ..... 2 05  
Heavy tarred straw ..... 2 05

Spruce sheathing ..... 3 00  
Carpet felt, 16 oz. .... 4 00  
Carpet felt, 20 oz. .... 4 00  
Asbestos Bldg. .... 3 25  
Tarred felt ..... 3 25  
Heavy fibre, 32 ft. x 60 ft. 2 00  
Oiled waterproof building  
paper, 600 sq. ft. roll ..... 1 05

**ROOFING PAPER**  
Cyclone, dry ..... 0 68  
Cyclone, tarred ..... 0 80  
Surprise sheeting ..... 0 43  
Heavy, dry ..... 2 15  
Heavy, tarred ..... 2 15

**PAPER, EMERY**  
Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**  
Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PICKS (CLAY)** Rock Clay  
5 to 6 lbs., doz. .... 5 50 5 00  
6 to 7 lbs., doz. .... 5 75 5 25  
7 to 8 lbs., doz. .... 6 00 5 50  
8 lbs., doz. .... 6 50 6 00  
9 lbs. .... 7 00 6 50

**PINS, COTTER**  
Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES** Per case  
Selected full count  
5 gross, 4-in. (loose) ..... \$0 85  
5 gross, 4 1/2-in. (loose) ..... 0 90  
5 gross, 5 in. (loose) ..... 1 00  
4 gross, 4-in., (12 pkgs., of  
4 doz. each) ..... 0 80  
5 gross, 4 in. (24 pkgs. of  
2 doz. each) ..... 0 90  
6 gross, 4 in. (12 pkgs. of  
6 doz. each) ..... 1 00

**PIPE, STANDARD WROUGHT**  
In effect April 26, 1916.

Buttweld Per 100 feet  
Black Galv.  
1/8 in. .... \$ 3 00 \$ 4 50  
1/4 and 3/8 in. .... 3 06 5 43  
1/2 in. .... 3 91 6 08  
3/4 in. .... 4 72 7 65  
1 in. .... 6 97 11 31  
1 1/4 in. .... 9 43 15 30  
1 1/2 in. .... 11 28 18 29  
2 in. .... 15 17 24 61  
2 1/2 in. .... 23 99 38 90  
3 in. .... 31 37 50 87  
3 1/2 in. .... 37 72 61 18  
4 in. .... 44 69 72 49

Lapweld  
2 in. .... 17 02 26 46  
2 1/2 in. .... 25 16 40 07  
3 in. .... 32 90 52 40  
3 1/2 in. .... 39 56 63 02  
4 in. .... 46 87 74 67  
4 1/2 in. .... 57 15 90 81  
5 in. .... 66 60 105 89  
6 in. .... 86 40 137 28  
7 in. .... 116 62 179 70  
8 in. x 25 lbs. per ft. 122 50 188 75  
8 in. x 25 lbs. per ft. 141 12 217 44  
9 in. .... 169 05 260 48  
10 in. x 25 lbs. per ft 156 80 241 60  
10 in. x 40 lbs. per ft 201 88 311 06

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**  
Lead pipe, \$14 net.  
Lead waste pipe, \$15 net.  
Traps and bends, 5% off.

**PIPE (SOIL)**  
Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**  
2 inch, in 10-ft. lengths ..... 8 00  
3 inch, in 10-ft. lengths ..... 9 70  
4 inch, in 10-ft. lengths ..... 12 80  
5 inch, in 10-ft. lengths ..... 17 50  
6 inch, in 10-ft. lengths ..... 21 30  
Discount 45 and 2%.

**PITCH**  
Pine, black, per bbl. .... 4 75  
Pine, green, per bbl. .... 5 25

**PLASTER**  
Paris, per bbl., London, 2 25

**PLANES**  
Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)** Montreal Toronto  
Plates, 1/4 to 1/2 inch,  
per 100 lbs. .... 4 00 4 00  
Heads, per 100 lbs. 4 25 4 25  
Tank plates, 3-16 in. 4 75 4 75

**PLUGS (METAL)**  
Painted wall plugs, per  
1,000 ..... \$20 00  
Galv. wall plugs, per 1,000. 23 00

**POLISH**  
O-Cedar, 4 oz. bottles ..... \$2 00  
O-Cedar, 12-oz. bottles ..... 4 00  
O-Cedar, 1-qt. can ..... 10 00  
O-Cedar, 1/2-gal. cans ..... 16 00  
O-Cedar, 1 gal. cans ..... 24 00

**PUMPS**  
B.T. Pump, No. 1, net ..... \$ 3 30  
B.T. Pump, No. 2, net ..... 4 00  
B.T. Pump, No. 3, net ..... 6 00  
B.T. Pump, No. 4, net ..... 7 50  
B.T. Pump, No. 5, net ..... 8 00  
B.T. Pump, No. 6, net ..... 9 00  
B.T. Pump, No. 7, net ..... 13 50

**RIVETS AND BURRS**  
Iron rivets, blacked and tinned,  
37 1/2%.  
Iron burrs, 37 1/2%.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 1/2c per lb.

**ROOFING** Per roll  
Tarred felt, per 100 lbs. .... 3 25  
2 ply R.R. .... 1 05  
3 ply R.R. .... 1 30  
2 ply R.R., complete in roll 1 55  
3 ply R.R., complete in roll 1 70  
Samson, 1-ply, roll ..... 1 60  
Samson, 2-ply, roll ..... 2 15  
Samson, 3-ply, roll ..... 2 65  
Comet, 1-ply ..... 1 00  
Pluvius, 1-ply ..... 1 25  
Pluvius, 2-ply ..... 1 65  
Asphalt roofing, 1 ply ..... 1 35  
Asphalt roofing, 2 ply ..... 1 65  
Asphalt roofing, 3 ply ..... 1 95  
Compo Certainteed, 1 ply ..... 1 40  
Compo Certainteed, 2 ply ..... 1 75  
Compo Certainteed, 3 ply ..... 2 10  
Exello, 1-ply ..... 1 60  
Exello, 2-ply ..... 2 15  
Exello, 3-ply ..... 2 65  
Jewel, 1-ply ..... 1 25  
Jewel, 2-ply ..... 1 65  
Jewel, 3-ply ..... 2 00  
Liquid roofing cement, per  
gal. in barrels ..... 0 22  
Roofing caps, per lb. .... 0 05  
Roofing nails, per lb. .... 0 06 1/4  
Roofing Pitch, 85c per 100 lbs.  
F.o.b. Toronto, London, Mon-  
real.

**ROPE** lb.  
Pure Manila basis ..... 22 1/2  
British Manila basis ..... 18  
African hemp basis ..... 18  
Sisal basis ..... 13 1/2  
Single lath yarn basis ..... 13 1/2  
Double lath yarn ..... 14  
Yacht marine ..... 41  
White polished balyards ..... 23  
Hemp, deep sea line basis ..... 31  
Hemp, tarred ratline basis ..... 27  
Hemp, tarred belt rope basis 29  
Marline and Houseline ..... 29  
Jute rope basis ..... 15  
Italian rope basis ..... 31  
Above quotations are basis  
prices (5% and larger), and are  
subject to usual advances for  
small sizes.  
Cotton rope, 3-16 in. .... 0 28  
1/4 in. and larger ..... 0 27

Sisal Clothes Line.  
3 ply, 30 ft. .... 0 48  
3 ply, 40 ft. .... 0 63  
3 ply, 48 ft. .... 0 75  
3 ply, 60 ft. .... 0 95  
3 ply, 72 ft. .... 1 23  
6 ply, 60 ft. .... 1 59  
6 ply, 72 ft. .... 1 84  
6 ply, 100 ft ..... 2 40

**SCALES.**  
Imperial Standard ..... 25 p.c.  
Champion ..... 40 p.c.  
Steel weigh beams ..... 20 p.c.  
Gurney Standard ..... 25 p.c.  
Fairbanks Standard Scales 25 p.c.  
Crown Even Balance ..... 40 p.c.  
Richelleu Union Scale ..... 40 p.c.  
Dominion Plates Scales ..... 40 p.c.  
Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$3, plus 20c  
for stamping. Champion 10-lb.,  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping. Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.80, plus \$1  
for stamping. Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCRAPERS** Doz  
Medium ..... \$2 15  
Heavy ..... 3 60

**SCRAPERS (Road, Drag)**  
No. 1, 2 runners, \$9.20, \$9.  
No. 1, 2, 3 runners, \$8.50, \$8.25,  
\$7.50.

**SCREWS (MACHINE)**  
Flat head, iron, 2 3/4%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS** Discounts off Standard List  
Wood, F. H., bright ..... 80  
Wood, R. H., bright ..... 75  
Wood, O. H., bright ..... 75  
Wood, F. H., brass ..... 47 1/2  
Wood, R. H., brass ..... 45  
Wood, O. H., brass ..... 45  
Wood, F. H., bronze ..... 40  
Wood, R. H., bronze ..... 37 1/2  
Drive screws ..... 65 10 10  
Set case hardened ..... 65 10  
Square cap ..... 65 10  
Hexagon cap ..... 60 10  
Bench, wood, per doz. .... \$5 00  
Bench iron, per doz. .... 4 75  
Cap screws, 55%; Set screws,  
60%.

**SHEETS (BLACK)** Montreal Toronto  
100 lbs. 100 lbs.  
10 gauge ..... 4 60 4 50  
12 gauge ..... 4 70 4 60  
14 gauge ..... 4 65 4 35  
16 gauge ..... 4 60 4 45  
18-20 gauge ..... 4 05 3 70  
22-24 gauge ..... 4 00 3 85  
26 gauge ..... 4 05 3 90  
28 gauge ..... 4 10 4 00

**Re Gauges of Sheets.**  
On account of it being prac-  
tically impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10 1/2  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**  
Per 100 sq. feet.  
Galvanized Painted  
28 ga. .... \$ 5.50 \$2.75  
26 ga. .... 6.00 4.25  
24 ga. .... 8.00 5.25  
22 ga. .... 9.00 6.25  
20 ga. .... 11.00 7.25  
18 ga. .... 13.50 9.00

Above prices are subject to 1 1/2  
per cent. discount to dealers.

**Galvanized**  
B.W. Queen's Fleur- Gorbals  
gauge Head de-Lis best  
16 ..... 6 50  
18-20 ..... 6 85  
22 ..... 7 00  
22-24 ..... 7 00  
24 ..... 7 25  
26 ..... 7 25  
28 ..... 7 50

"Premier" galvanized sheets —  
10 1/2 oz., \$7.05; U.S. No. 28, \$6.75.  
U.S. No. 28, \$6.45; 22 and 2.  
gauge, \$6.30; 18 and 20-gauge,  
\$6.10; 16-gauge, \$5.95; 14-gauge,  
\$5.75. F.o.b. Hamilton and To-  
ronto.

Colborne Crown — 16-20 gauge,  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

**Apollo Brand.** Montreal Toronto  
14 gauge ..... 5 80 5 55  
16 gauge ..... 5 80 5 55  
18-20 gauge ..... 5 90 5 90  
22-24 gauge ..... 6 00 6 10  
26 gauge ..... 6 25 6 25  
28 gauge ..... 6 65 6 50  
10 1/2 ozs. .... 6 95 6 75  
Add 25c for less than case lots



# In Immediate Demand

We invite your inquiries for any of the lines named below. All are in strong demand at the moment, and it may be that your stock has become depleted. Particulars and prices will be promptly submitted on receipt of your request.



## LAWN ROLLERS and GARDEN TOOLS

**Dunham Water Weight Rollers** can be made heavy enough for firm turf or Tennis Court and light enough for the softest lawn. They can be emptied for moving or storing away. Axle revolves in hardened steel roller bearings.

**Garden Hose, Garden Tools and Summer Sporting Goods**—We carry full lines of Garden Hose, Hose Reels, Nozzles and Couplings, Wheel Barrows, Grass Shears, etc. Also Lawn Tennis Requisites, Lawn Bowls, Cricket, Baseball and Golf Requisites, Fishing Tackle, Canoes, etc.

**Refrigerators**—We carry two most economical, efficient and strictly sanitary lines—**The Barnet** and **The Sanderson-Harold Imperial Refrigerators**. Let us have your inquiries.

## U.S. POULTRY NETTING

U.S. Poultry Fence is five or six times as strong and at least 100 per cent. better than the old style netting. It does not require top rail or base board. It stretches to the posts straight, even and nice, without buckling, bagging or sagging, or having that unsightly appearance so common to the old style netting and other makes of Poultry Fencing. It is so made that it is impossible for it to have long and short wires or irregular sized and shaped meshes.

### The Reason Why

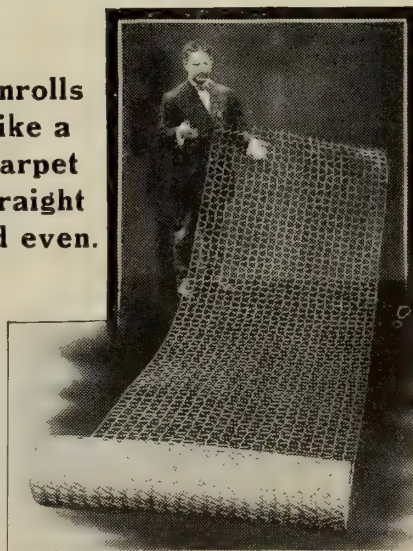
U.S. Poultry Fence has parallel wires that cannot buckle, bag or sag, because there is no crosswise pull. In fact you can stretch it to as high tension as desired and the fence will not draw narrower, between posts. It is built and stretches like a farm fence.

We have in stock at the moment full range of all sizes—

2 inch mesh from 12 inches to 72 inches.

1 inch mesh from 12 inches to 48 inches.

Unrolls  
like a  
carpet  
straight  
and even.



LET US SEND CIRCULAR AND PRICES

## RICE LEWIS & SON,

LIMITED

TORONTO

-

-

ONTARIO

*If interested, tear out this page and keep with letters to be answered.*



**SHELLERS, CORN**  
Black Hawk, doz. .... 18 00  
Plymouth Rock, doz. .... 8 75

**SHOVELS AND SPADES**  
1st 2nd 4th  
Shovels, 1st, 40 and 12½%; 2nd, 40 and 5%; 4th, 30%.  
Socket scoops, 1st, 40%; 4th, 35%.  
Rivet scoops, 37½%.  
Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40, 12½%, and 4th, 30%.  
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted .....4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.

**SOLDER** Montreal Toronto  
See weekly report.

**SOLDERING COPPERS.**  
Base, per lb., 52 cents.

**SOLDER, BAR**  
Guaranteed ..... 0 29½  
Strictly ..... 0 27½  
Commercial ..... 0 26

**SOLDER, WIPING**  
Star extra ..... 0 27½  
Easy ..... 0 25½  
Acme ..... 0 24½

**SPELTER.** See weekly report.

**SPOUTS**  
Warner Malleable Winged Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.  
Montreal, Toronto and London  
Fence staples, galv., in kegs 4 95  
Fence staples, galv., 25 lb. boxes ..... 5 20  
Fence staples, bright, in kegs ..... 4 15  
Fence staples, bright, in 25-lb. boxes ..... 4 35  
Poultry netting staples, 100 lb. kegs ..... 12 00  
Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

**STRETCHERS (CURTAIN)**  
No. 700, doz. .... 15 50  
No. 800, doz. .... 21 25  
Competitor, doz. .... 9 25

**SWEEPERS, CARPET** Bissell's  
Univ. Japd., cyco bearing... 24 00  
Univ. N.P., cyco bearing... 27 00  
Grand Rapid, Japd., ball-bearing ..... 26 00  
Grand Rapid, N.P., ball-bearing ..... 29 00  
Princess, N.P., ball-bearing 30 00  
Elite, ball-bearing ..... 34 00  
Am. Queen, N.P., ball-bear. 32 00  
Parlor ..... 35 00

**SWINGS**  
Baby, 2-passenger, each ...\$2 75  
Ontario, 2-passenger, each... 3 75  
Ontario, 4-passenger, each... 4 50  
Stratford, 4-passenger, each 6 00  
Boysers Gliding Settees with awning, each .....13 50  
Without awning, each ..... 9 00

**TACKS**  
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozens only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes glimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.  
Discount, 75 and 10%.

**NAILS**  
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).  
Discount, 75 and 10%.

**CAPPED GOODS**  
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozens only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.  
Discount, 75 and 10%.

**SHOE FINDERS' LIST**  
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

**TAPES—Lutkins**  
Ass skin, No. 713, 50 ft., doz. 2 15  
Ass skin, No. 714, 66 ft., doz. 3 80  
Linen, No. 404, 66 ft., each. 1 25  
Metallic, No. 603, 50 ft., ea. 1 60  
Challenge steel, No. 263, 50 ft., each ..... 3 45  
Reliable Jr., No. 103, 50 ft. 3 25

**TIES (METAL)**  
Galv., wall ties, per 1,000..\$5 00  
Painted wall ties, per 1,000.. 5 00

**TIES, COW**  
Open Ring, Closed Ring, 40 and 5 per cent.  
3 Chain and 4 Chain, 40 and 5%.

**STALL FIXTURE BARS, 35%.**  
Tie Out Chains, 70-10%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**  
Discount, 27½%.  
Plain, 66 2-3%.  
Re-tinned, 60 and 10%.

**TOOLS, HARVEST**  
Ordinary brands, 40%.  
Samson and Sovereign, 30 and 10%.

**TROUGH (EAVE)**  
C. G. Square bead and half round  
Size in girth Per 100 feet  
8 in. ....\$ 6 90  
10 in. .... 7 70  
12 in. .... 9 10  
15 in. .... 12 50  
18 in. .... 16 00  
Discount 45 and 2%.

**TRACK**  
B.T. Single Rail .....24c ft  
B.T. Double Angle .....22c ft  
B.T. Double Tee .....20c ft.  
Discount off above, 45%.

**TRESTLES**  
6 ft., each \$1.50 14 ft., each \$4.20  
8 ft., each 2.00 16 ft., each 4.80  
10 ft., each 2.50 18 ft., each 5.40  
12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.  
650 ft., per lb. .... 0 13  
600 ft., per lb. .... 0 12  
500 ft., per lb. .... 0 10½  
500 ft., per lb. .... 0 09½  
5-ton lots, ¼c per lb. allowance.  
10-ton lots, ¼c lb. allowance.  
Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.  
Montreal Toronto  
5-ply and up ..... 0 28  
4-ply ..... 0 26 0 27½  
3-ply ..... 0 25 0 25

**TUBES**  
Boiler Tubes, Lapwelded.  
100 ft., 2 in. .... 14 00  
100 ft., 2½ in. .... 16 00  
100 ft., 3 in. .... 18 00  
100 ft., 3½ in. .... 21 00  
100 ft., 4 in. .... 25 00  
100 ft., 4 in. .... 31 00

**TUBS**  
Samson Galvanized  
No. 1, doz., net ..... 13 20  
No. 2, doz., net ..... 15 60  
No. 3, doz., net ..... 17 40  
Hercules  
No. 4 ..... 12 40  
No. 5 ..... 13 83  
No. 6 ..... 15 40  
Common Galvanized  
No. 0, doz. .... 8 33  
No. 1, doz. .... 11 16  
No. 2, doz. .... 12 15  
No. 3, doz. .... 13 86  
Per nest  
Nests of 3—0, 1 and 2 .....\$2 38  
Nests of 3—1, 2 and 3 ..... 2 05  
Nests of 4—0, 1, 2, and 3 .. 2 95

**WOOD TUBS**  
No. 0, per doz. .... 11 00  
No. 1, per doz. .... 9 50  
No. 2, per doz. .... 8 00  
No. 3, per doz. .... 7 00  
Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**  
Ground work, 56 p.c.  
Stand, compr. work, 65 p.c.  
High grade compr. work, 59 p.c.  
Cushion work, 50 p.c.  
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 52 p.c.; bath cocks, 64 p.c.  
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.  
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.  
J. M. T. Radiator Valves, 50 p.c.  
Standard, 57½%; patent quick opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**  
Copper boilers, kettles, 10%.  
Copper tea and coffee pots, 10%.  
p.c.  
Copper boiler and tea kettle pitted, plus 10%.

**WARE, JAPANNED**  
Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**  
White ware, 66 2-3%.  
Colonial, 50, 12½%.  
Premier, 40%.  
Star decorated steel, 20, 10%.  
Hollow ware, tinned steel, 30% off.  
Enameled street signs, on application.

**WARE, GALVANIZED.**  
Duffin pattern pails, list.  
English pattern, list.  
Galvanized washtubs, list.  
Galvanized coal hods, plus 10%.  
Other lines, list.

**WARE, TIN, PIECED**  
Discount, 17½%.  
6, 10 and 14-qt. flaring pails, 17½%.  
Copper bottom tea kettles and hollers, list.

**WARE, STAMPED.** Plain, 66 2-3 p.c.  
Retinned, 60-10%.  
Tinnings' trimmings, 66 2-3%.

**WASHERS, IRON.**  
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**  
Sectional, 1 lb., per 100 lbs. 2 70  
Sectional, ½ lb., per 100 lbs. 2 70  
Solid, 3 to 30 lbs., per cwt. 2 00

**WEIGHTS.** Horse, 5c lb.

**WHEELBARROWS.**  
Navy, steel wheel, doz.....31 25  
Gardner, steel wheel, doz.....43 20  
Light garden, each ..... 2 50  
Heavy garden, L-side, each. 3 75  
Heavy farm, solid side, ea.. 3 75

**WHIFFLETREES**  
Tubular steel, 28 ins., ..... 0 70  
Tubular steel, 34 ins., per doz. .... 8 75  
Tubular steel, 36 ins., per doz. .... 9 75  
Tubular steel neckyokes, 26 inches, per doz. .... 12 00  
Tubular steel doubletrees, 40 inches, per doz. .... 12 50  
Tubular steel lumberman's, 44 inches, per doz. .... 13 00

**WIRE.** Copper wire, 10%.  
Brass wire, 3 to 24 gauge, add 33 1-3%; 25 to 36 gauge, add 20%.

**WIRE, CUT HAY BALING.**  
No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50. Plus 7½%.  
F.o.b. Toronto, Hamilton and Montreal.

**WIRE CLOTH (Galvanized)**  
4 mesh ..... 7 70  
6 mesh ..... 8 15

**WIRE, STOVE PIPE.**  
No. 18, \$5.15; No. 19, \$5.40.  
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

**WIRE CLOTHES LINE.**  
Montreal, No. 18, \$4.30; No. 19, \$3.75.  
No. 17, 7-strand, \$5.55; No. 18, 6-strand, \$4; No. 19, 6-strand, \$3.25, in 50 and 100-ft. coils; No. 18, 6-strand, \$3.95 in 1,000 feet

coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

**WIRE, FINE STEEL.**  
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 22, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire. Nos. 17-25, \$3; Nos. 26-31, \$5; Nos. 32-34, \$7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

**WIRE, HAY, IN COILS.**  
Montreal, No. 13, \$3.80; No. 14, \$3.85; No. 15, \$3.95.

**WIRE, SMOOTH STEEL.**  
No. 0-9 gauge, \$3.90 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.  
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, \$1.

**WIRE CLOTH.**  
Painted screen, in 100-ft. rolls, \$2.25 net 100 sq. ft.; in 50-ft. rolls, \$2.30 per 100 sq. ft.  
Bronze screen, 12c sq. ft.  
Cut lengths, 13c sq. ft.

**WIRE (FENCE)** Toronto & London Montreal  
Barb ..... 4 65  
No. 9, coil spring. .... 4 60  
No. 9, plain galv. .... 4 55  
No. 12, plain galv. .... 4 70  
No. 13, plain galv. .... 4 80

The market on above lines is very unsettled, and there is considerable price cutting going on. Lower prices are being quoted in some quarters.

O. & A., No. 10... 4 06 4 06  
O. & A., No. 11... 4 12 4 12  
O. & A., No. 12... 4 20 4 20

**WIRE BAILE TIES.**  
Single Loop— Per cwt.  
No. 12 .....\$ 4 20  
No. 13 ..... 4 30  
No. 13½ ..... 4 35  
No. 14 ..... 4 45  
No. 15 ..... 4 70  
No. 16 ..... 4 85

**WRINGERS.**  
Royal Can., 11 in., doz. list 45 25  
Eze, 11 in., per doz. .... 49 50  
Cycle, 11 inch ..... 54 00  
Trojan, 12 inch .....100 00  
Favorite, 511E ..... 57 75  
Unexcelled, 1041E ..... 72 00  
Challenge, 311E ..... 51 00  
Gem, 141E ..... 49 50  
Sunlight, 111 ..... 42 00  
Waverley, B.B. .... 49 50  
Waverley, plain ..... 45 25  
Ottawa, 241E ..... 56 25  
Empire, 11 in. .... 50 50  
Superior, 11 in. .... 45 25  
Majestic, 11 in. .... 47 25  
Perfect, 11 in. .... 52 75  
Bicycle, 11 in. .... 56 25  
Daisy No. 2 ..... 63 00  
Daisy No. 1 ..... 57 75  
Maple Leaf No. 2 ..... 56 25  
Maple Leaf No. 1 ..... 51 00  
Sun ..... 42 00  
Less 10 per cent.

**WRENCHES.**  
Regular, 65%.  
Trim, 57½% off list; parts, 55%.  
Stillson, 65%; parts 62½%.  
Coes, 20%.

**WRINGERS—MOP.**  
White, No. 2, each .....\$1 00  
White, No. 3, each ..... 1 35  
White, No. 1, each ..... 1 55

**ZINC (SHEET)** Montreal Toronto  
5 cwt. casks ..... 0 30 0 31  
Part cask ..... 0 30½ 0 31½



When  
Ordering  
**DRY COLORS**

Specify

**Munro's**

*Made  
in  
Canada*

**BLUES  
GREENS  
REDS  
YELLOWS  
PARIS  
GREEN**

# RAMSAY'S PAINT

The  
Test of Time

Canada's climatic conditions demand a paint that will last. We've been making it for nearly three-quarters of a century.

Sell your customers a paint with a name behind it. A name that stands for everlasting paint—Ramsay's.

**A. Ramsay & Son Co.**

**MONTREAL**  
Established 1842

Toronto Vancouver





# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.  
5 lb. packages, \$6 per 100 lbs.

## BEESWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Per lb. Montreal Toronto  
0.14 0.24

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Per lb.  
Raw Umber, 100 lb. keg. 5-9c  
Burnt Umber, 100 lb. 5-9c  
Raw Sienna, 100 lb. kegs. 5-9c  
Burnt Sienna, 100 lb. kegs. 5-9c  
Imp. green, 100 lb. kegs. 0 22  
Chrome green, pure 0 35  
Chrome yellow 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. 0 12  
Indian red, No. 1, 100 lb. k. 0 04  
Venetian red, best bright. 0 04  
Venetian red, No. 1 0 02  
Drop black, pure dry. 0 25  
Golden ochre, 100 lb. kegs. 0 06  
White ochre, 100 lb. kegs. 0 06  
White ochre, barrels 0 02½  
Yellow ochre, barrels 0 02  
Spruce ochre, 100 lb. kegs. 0 03  
Canadian red oxide, bbls. 0 01½  
Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, 0 13  
pure 0 17  
Indian red 0 30-35  
Chrome yellow, pure 0 16  
Golden ochre, pure 0 15  
French spruce ochre, pure 0 15  
Chrome green, pure 0 15  
French permanent green, 0 20  
pure 0 22  
Signwriters' black, pure 0 22  
Marine black, 25-lb. irons 0 07  
Lampblack 0 20

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel 4 50  
Anchor Floorlustr 2 10  
O.P.W. Sunshine White 4 10  
Old Dutch Enamel 4 00  
Jas-per-lac floor enamel. 1 90  
Jas-per-lac art enamel 3 10  
Mooramel 4 35

## FILLER

Gal.  
Luxberry Enamel \$5 00  
Screen Enamel. BB 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. 0 15½  
\$1.10 for demi-John extra.

## GLUE

Per lb.  
French medal 0 20  
English common sheet 0 25  
English prima 0 23½  
White pig'sfoot 0 20  
Perfection amber, ground, No. 1230 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags. 0 35  
Gelatine, 112 lb. bags. 0 45  
Ground glues, 112 lb. bags—  
No. 1 0 20  
Extra 0 18  
Dreadnought, lb. 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25			\$7 80	\$11 90
26 to 34			8 15	12 85
35 to 40			8 50	13 60
41 to 50			11 75	15 50
51 to 60			12 25	15 85
61 to 70			13 10	16 80
71 to 80			14 75	18 35
81 to 84			22 75	22 75
85 to 90			24 35	24 35
91 to 94			25 00	25 00
95 to 100			29 00	29 00
101 to 105			32 00	32 00

106 to 110 37 00  
Discount, 30 per cent; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price

United	Star	Double
Inches		Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	22 35	22 35
86 to 90	24 35	24 35
91 to 95	25 00	25 00
96 to 101	29 00	29 00
101 to 105	32 00	32 00
106 to 110	37 00	37 00

Discount, 25 and 5 per cent.

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.

Country discount, 20 and 5% off list, delivered.

City discount, 20 and 5% off Toronto.

Country discount, 20 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots

Montreal Toronto  
"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators' 13 80 13 95

Crown and Anchor. 13 80 13 95

Crown Diamond 13 80 13 95

Pure 13 80 13 95

Elephant Genuine. 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White 12 80 13 95

Lead 13 80 13 95

O.P.W. Decorators' 13 80 13 95

Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect. 13 35 13 50

Ramsay's Pure 13 80 13 95

Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. \$15.50

Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. \$15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)  
Genuine, 560-pound

casks, per cwt. 13 50 13 50

Genuine, 100-pound

kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. bottles 25 50 13 00

50-lb. bottles 12 50

100-lb. bottles 24 00 11 75

200-lb. bottles 11 60

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

## MURESCO

Tints in 5 lb. packages, per 100 lbs., \$5.40

## LINSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "Eng-lish," white 2 65

"English," ordinary colors. 2 50

Benjamin Moore's "Egyp-tian" Brand 1 80

Canada Paint Co.'s Pure. 2 65

Crown Diamond 2 35

Crown Diamond, floor. 2 00

Elephant 2 35

Frescotone, white 2 50

Frescotone, colors 2 40

High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and An-chor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure. 2 50

Minerva, white 2 55

Minerva, ordinary colors. 2 40

Mellotone, white 2 50

Mellotone, colors 2 40

Low Bros. Hard Drying Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wpg.) 2 55

Stephens' Floor Paint (Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN Mun- C.P. Ber- ro's Co. gers

600-lb. bbls. 35% 38% 39½

250-lb. kegs. 29 39 39½

100-lb. drums. 40 40 40½

50-lb. drums 40 40 40½

25-lb. drums 40½ 40½ 41

1-lb. 100s 42½ 42½ 43

½-lb. 100s 44½ 44½ 45

1-lb. 100s 43½ 43½ 46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. \$2.25-\$2.50

## PRIMER

Luxberry Primer 2 25

## PASTE WOOD FILLER

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ Barrels 0 06½

Barrels 0 06

## PUTTY

Standard Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums. 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

## SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

## TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING Gal.

Liquid Slating, B.B. \$3 00

STAINS Gal.

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finish 2 80

Creo-Jac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90

Copaline Varnish 2 50

C. P. Co.'s Sun Varnish. 2 50

Depend Light Hard Oil Finish 1 70

Dul gloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish. 2 65

"Dreadnought" varnish (gloss) 1 90

"Dreadnought" varnish (eggshell) 1 90

"Dreadnought" hard oil finish 1 20

"Dreadnought" interior varnish 1 20

"Dreadnought" terebene dryer 1 60

"Dreadnought" bronzing li- quid 1 05

Elastic Interior 1 40

Elastic Exterior 1 55

Elastic Excello 2 00

Everlastic (Floor) 2 55

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-lte exterior finishing 2 25

Jas-per-lte pale hard oil 1 60

Jas-per-lte floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing. 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxberry light 2 60

Luxberry spar 4 10

Luxberry exterior 4 50

Marble-lte 2 30

Mar-Not



# Display This Box—It Will Make Sales



This box contains twelve quarter-pints—retail at 25c each.

Univernish is also put up in all the regular larger sizes.

## Ideal for Boats

Won't scratch, won't crack or blister, won't turn white.

This is the one-purpose varnish guaranteed to give satisfaction, no matter where it is used.

ORDER TO-DAY.

Manufactured only by

**The Dougall Varnish Co., Ltd.**  
Montreal



RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$10.00;  
chilled, \$14.50; buckshot, \$13.80;  
ball, \$14.20.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 14c.  
Norris, 41 to 56 lbs., 12½¢; 57  
to 70 lbs., 11c; 71 to 83 lbs.; 10c;  
84 lbs. and over, 9½¢.

## AXES

H. B., 1 lb., \$6.75 per doz.; 1½  
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,  
\$8; 3 lbs., \$8.25; 3, 3½ and 4  
lbs., \$8.50; H. B. Handled Axes,  
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½  
lb. and 4 lb., \$10.50; Black Prince  
Axes, unhandled, \$8.50; Black  
Prince axes, handled, \$10.75;  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$30.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX** Borax, per lb., 9c.

## BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-  
cording to quality; plain, 50 to  
95c.

## CHAIN

Coil, 3-16 in., \$10; ¼, \$7.25;  
5-16, \$5.55; ¾, \$5; 7-16, \$4.75; ½,  
\$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,  
\$4.25; Logging, 5-16, 6¼¢; ¾,  
5¼¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVISES, MALL.** 8¼¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Evestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 14½¢ lb.; 125-lb.  
kegs, 15½¢ lb.; 10-lb. jugs, \$1.85  
each; 24-oz. bottles, \$3.85 doz;  
12-oz. bottles, \$2 doz.

## FERRULES AND RINGS

30 per cent. off.  
**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 36c  
per gal.; \$4.95 per case.

**GALVANIZED WARE.** Net list.  
Heavy pails, light pails and  
heavy tubs.

**GLASS, WINDOW Single Double**  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 55 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.  
Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOBBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90. Apollo and  
**IRON GALVANIZED** "Fleur

Premier de Lis"  
10½ oz. or 28 Eng... 7 70 7 50  
28 Am. or 26 Eng... 7 50 7 25  
26 Am. or 26 spec... 7 20 6 95  
24 ..... 7 05 6 55  
22 ..... 6 45  
18 and 20 ..... 6 85 6 25  
16 Am. .... 6 70 6 10  
14 Am. .... 6 50 6 10

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Potts No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain ..... 7 50  
No. 20, X-ray ..... 11 25  
No. 22, Dash-board ..... 10 00  
Trulite short, globe, doz... 7 50  
**LEAD PIPE.** \$10.90, \$11.50.  
**LEAD WASTE.** \$10.90.

## LINSEED OIL

Raw, per gal., 95c; boiled, per  
gal., 98c.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.  
**NETTING.** Poultry, 40 per cent.  
Banner, 24-in., \$2.50; 36-in.,  
\$2.90; 48-in., \$3.60; 60-in., \$4.20;  
72-in., \$5.10; 84-in., \$6.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

Gal-  
Tin vanized  
½ gal., dome top.... \$2 14 \$....  
1 gal., dome top.... 2 81 4 25

2 gal., dome top.... 4 05 6 00  
2 gal., dome top.... 5 20 8 65  
5 gal., dome top.... 6 40 10 75

## OILS

Silver Star oil, 16½¢ gal.;  
Royalite oil, 17c gal.; Palatine  
oil, 20½¢ gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; 1½,  
\$7.35; ¾, \$9.28; 1, \$13.72; 1¼,  
\$17.73; 1½, \$21.20; 2, \$28.55; 2½,  
\$47.15; 3, \$61.65.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; 1½,  
\$4.87; ¾, \$5.92; 1, \$8.75; 1¼,  
\$11.30; 1½, \$13.50; 2, \$18.18; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PLASTER GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8  
inch, \$4.75; full polish, 6-7 inch,  
\$5.50; 8 inch, \$5.75; Black sheets,  
\$4.65; 8 inch, \$4.90; Black sheets  
— 28 gauge, \$3.60; 26, \$3.45; 24,  
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,  
\$3.10; 10-12, \$3.15.

**PLOW SHARES.**.....10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PUTTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assotter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 14½¢ base; pure Manila,  
22c base; British Manila, 18½¢  
base; lath yarn, 14c base; Afri-  
can hemp, 17½¢ base; cotton  
rope, 27c.

Tarred Marline Hanks, per  
lb., 31c.

## SASH BALANCES (Caldwell.)

33-1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$4.25; Lance Tooth or  
Lightning blades, \$5; New Cen-  
tury, \$6.50.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

## SHEET ZINC.

Any lots, 30c.  
Black Steel Sheets  
10 gauge ..... 5 00  
12 gauge ..... 5 10

14 gauge ..... 5 00  
16 gauge ..... 5 10  
17-24 gauge ..... 4 50  
26 gauge ..... 4 00  
28 gauge ..... 4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.30; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.05; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$2.75 at  
Fort William, \$4.15 Winnipeg;  
galvanized staples, \$3.50, Fort  
William; \$3.90 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5.10; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.  
**TACKS.** Carpet, 75% off list.  
**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.X. .... 12 25  
20 x 28 I.X. .... 14 50  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.  
Norris vises, 45 lbs. and under,  
\$6 each; over 45 lbs., 13c per lb.

## WARES

Galvanized, heavy, net list.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

5-ton lots, \$13.35; ton lots,  
\$14.85.

## WIRE, BARB

Lyman 4-point, \$3.65 f.o.b. Ft.  
William, \$3.90 Winnipeg; Glidden  
Cattle, 2 pt., \$3.50 Ft. William,  
\$3.75 Winnipeg; Baker 2 pt.,  
\$2.45 Ft. William, \$3.70 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft. in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

14 gauge, single loop,  
\$5.05 Winnipeg; \$4.65 Fort Wil-  
liam.

Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0-9, \$4.30; 10, \$4.36; 11, \$4.42;  
12, \$4.50; 13, \$4.70; 14, \$4.60; 15  
\$4.70; 16, \$4.90.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, 38 per doz.;  
Eze, \$42 per doz.; Bicycle, \$48  
per doz.; Ajax, \$8 each.





# BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

## Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet. Medium steel, Plain Round

and Square, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

**Manitoba Bridge & Iron Works,**  
WINNIPEG MANITOBA LIMITED

## TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



### Selling Quality Goods is the greatest asset to any Hardware Merchant

Quality behind the selling of your lines enhances your reputation and business.

Our goods meet the highest standard and make you good profits.

*Write for full particulars.*

**R. H. SMITH, COMPANY, LIMITED**  
Est. 1855

**ST. CATHARINES, ONT.**

*If interested, tear out this page and keep with letters to be answered.*



## Something Every House-keeper Should Buy

### THE MONITOR ROTARY LAWN CLOTHES DRYER.



It carries 150 ft. of Line and every line is within easy reach. Stand in one spot to hang out a large wash.

No tramping through the mud, carting a heavily loaded clothes basket around the yard.

### The Lines Come to You

No soiled clothes. No dirty lines. No obstruction on lawn or yard. No trouble to set up or take down.

2 styles { "A" 105 Ft. Line  
              { "B" 150 " "

MADE BY

**Cummer-Dowswell, Limited**  
HAMILTON, ONT.

## Wrought and Steel Plate WASHERS

OF ALL  
DESCRIPTIONS

ROUND  
AND  
SQUARE

PLAIN  
OR  
GALVAN-  
IZED



Annealed Rivet Burrs; Felloe  
Plates; Sheared and Punched  
Plates; Malleable Washers and  
Cast Iron Washers.

### PROMPT SHIPMENTS

We Guarantee Quality and Service.

**Wrought Washer Mfg. Co.**  
MILWAUKEE, WIS.

## MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—  
for dealer prices—for dealer terms.*

The  
**R. McDougall Co., Limited**  
GALT, CANADA

1835



1916

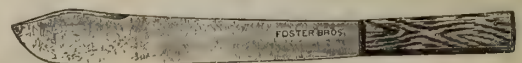
## JUNE WEDDINGS CREATE CUTLERY SALES

Brides are buying home necessities. Every housewife needs kitchen cutlery. You can increase your sales and profits if you are in a position to

### Supply This Demand

There is one line which is sure to please and satisfy even the most critical customer. It's FOSTER BROS.' Cutlery. A timely display of these goods will increase your business and help you secure new customers.

For 25 years FOSTER BROS.' Cutlery has been world famous. It's guaranteed to give satisfaction and to be the highest quality it is possible to produce.



*Display this line now. Ask your jobbers for particulars and write for illustrated descriptive catalogue.*

**JOHN CHATILLON & SONS**

85 Cliff Street,

New York City

SCALE MAKERS SINCE 1835

*If interested, tear out this page and keep with letters to be answered.*



# WIRE NAILS

IN STEEL HOOP KEG.

## WIRE BALE TIES

for baling hay and many other things.

**FENCE and POULTRY  
NETTING STAPLES**

## WIRE

Bright, annealed, coppered stove pipe,  
liquor finished, square, etc.

**THE LAIDLAW BALE-TIE COMPANY, LIMITED**  
HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.  
H. E. O. BULL, Montreal, Que.  
HARRY F. MOULDEN, Winnipeg, Man.  
GEO. W. LAIDLAW, Vancouver, B.C.

## Dealers—Handle this Fence

**Y**OUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

### Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

**Send for Dealers' Proposition**

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

**The Banwell-Hoxie Wire Fence  
Company, Ltd.**  
Winnipeg, Man. Hamilton, Ont.



## Painters and Paper- Hangers Are Busy

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Your customers are a very exacting lot of men: they use themselves the brushes they buy, and they know that the cheapest brush in the end is the very best brush made. You can't fool a painter, or a varnisher, or a paper-hanger, or a man working on pianos, automobile bodies or carriages. Their brushes are their tools, and a poor brush is an abomination.

A good brush is well shaped—perfectly adapted to the particular use to which it is to be put. It is well balanced, thus making it easy to wield. Its bristles or hair must be exactly suited to the use to be made of the brush. The binding in of these bristles or hair must be a thorough bit of workmanship, else there will be much trouble for everybody. And the brush must live out its life, whether this be long or short, with full vigor from first to last.

Appreciating all these things, you will find MEAKINS-MADE brushes unexcelled. Your customers will like them. You can get full price for a brush that is made to do its work *right*. You can hold brush-buyers.

Order through your jobber or direct. Send for Catalogue Five, price and discount sheet, if you do not have them already. Warehouses and shipping centres—Hamilton, Montreal, Winnipeg, Toronto and London.

**Meakins & Sons Ltd.**  
**HAMILTON, ONTARIO**

Warehouses: Winnipeg, London, Toronto, Montreal

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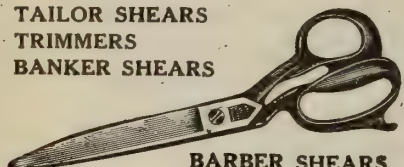
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SHEARS  
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**Ontario Lantern & Lamp Co.,**  
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**BEAR BRAND LAMP BLACKS**

A Germantown of quality  
that gets big business  
**WILCKES, MARTIN, WILCKES CO.**  
135 WILLIAM ST. NEW YORK



Bath Room Fittings  
and  
Auto Accessories  
are guaranteed.

**KINZINGER, BRUCE & CO., LTD.**  
Niagara Falls, Canada

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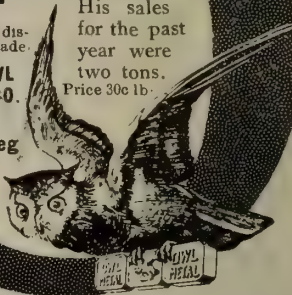
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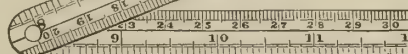
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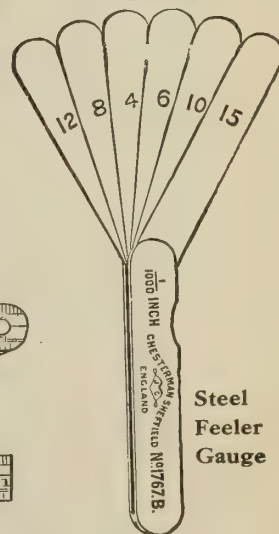
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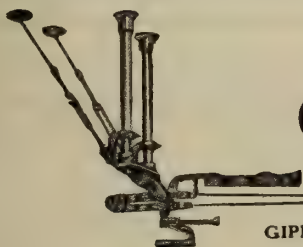
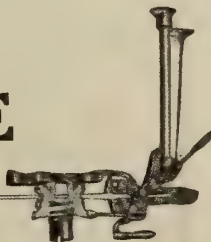
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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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*Quality Rite  
Prices Rite*  
  
*Quick Service*  
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**Hardwaremen**  
 You should stock a James Bros. Feed Cooker. Write for circular and prices to  
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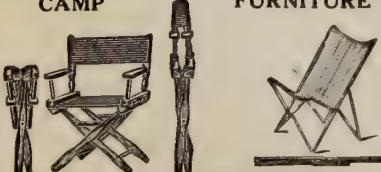
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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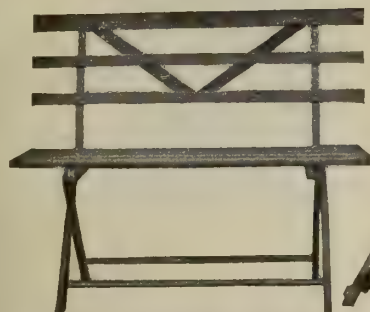
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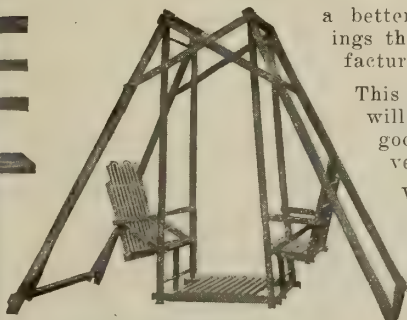
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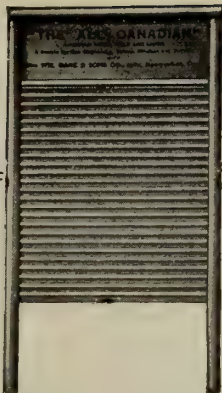
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ilton.

B. Greening Wire Co., Ltd., Hamil-  
ton.

McGregor-Banwell Fence Co., Walk-  
erville, Ont.

**Lawn Mowers**  
Whitman & Barnes Mfg. Co., St.  
Catharines.

**Lawn Seetees**  
The Dennis Wire & Iron Works,  
London, Ont.

Canada Wire & Iron Goods Co.,  
Hamilton.

Stratford Mfg. Co., Stratford.

**Lawn Swings**  
McFarlane Ladder Works, Toronto.

F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

**Linseed Oils**  
Dominion Linseed Oil Co., Ltd.,  
Montreal.

A. Ramsay & Son Co., Montreal.

**Lead Pipe**  
Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Ham-  
ilton.

**Levels**  
Goodell-Pratt Co., Greenfield, Mass.

Henry Disston & Sons, Toronto.

Lufkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New  
Britain, Conn.

**Litter Carriers, Track  
and Fittings**  
Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg, Man.

**Lockers**  
Canada Wire & Iron Goods Co.,  
Hamilton.

The Dennis Wire & Iron Works,  
London, Ont.

**Lumbering Tools**  
Pink, Thos. & Co., Pembroke, Ont.

**Mantles and Grates**  
The Barton-Netting Co., Ltd., Win-  
sor, Ont.

**Match Boxes, Waterproof**  
Marble Arms & Mfg. Co., Gladstone,  
Mich.

**Mats, Rubber**  
Canadian Consolidated Rubber Co.,  
Limited, Montreal, Que.

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Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,  
Hamilton.

Pratt & Whitney Co., Ltd., Dundas.

Stanley Rule & Level Co., New  
Britain, Conn.

L. S. Starrett Co., Athol, Mass.

**Metals**  
The British Aluminium Co., Ltd.,  
London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C., & Co., Montreal.

Nova Scotia Steel & Coal Co., New  
Glasgow, N.S.

The Stanley Works, New Britain.

Tallman Brass & Metal Co., Ham-  
ilton.

Williams Bros. & Piggott, Ltd., Bir-  
mingham, Eng.

**Metal Boxes, for Specialties**  
Eley Bros., Ltd., London, Eng.

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Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

The Dennis Wire & Iron Works,  
London, Ont.

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Winnipeg.

Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

**Metal Polish, Emery Cloth, etc.**  
Continental Oil Co., Winnipeg.

Oakey, John & Sons, London, Eng.

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Metallic Roofing Co., Ltd., Toronto,  
Winnipeg.

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert  
Co., Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

**Mitre Boxes**  
Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New Bri-  
tain, Conn.

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The International Nickel Co., New  
York, N.Y.

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Johnson's, Iver, Arms & Cycle Wks.,  
Fitchburg, Mass.

**Mop Wringers**  
White Mop Wringer Co., Fultonville,  
N.Y.

**Nail Pullers**  
Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

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The British Aluminium Co., Ltd.,  
London, Eng.

Dominion Iron & Steel Co., Sydney,  
N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen  
Sound, Ont.

Roofers Supply Co., Ltd., Toronto.

The Steel Co. of Canada, Limited  
Hamilton.

Parmenter & Bulloch Co., Gananoque.

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The International Nickel Co., New  
York, N.Y.

**Oils**  
Brandram-Henderson, Ltd., Halifax,  
N.S.

Continental Oil Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Montreal.

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Thos. Davidson Mfg. Co., Montreal.

**Oil Cake.**  
Dominion Linseed Oil Co., Ltd.,  
Montreal.

**Oil Stones**  
Carborundum Co., Niagara Falls, N.Y.

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Darling Bros., Ltd., Montreal.

Wayne Oil Tank & Pump Co., Wood-  
stock, Ont.

**Ornamental Fences and Gates**  
Banwell-Hoxie Fence Co., Hamilton.

Frost Steel & Wire Co., Ltd., Ham-  
ilton.

McGregor-Banwell Fence Co., Walk-  
erville, Ont.

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Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

Manitoba Bridge & Iron Works, Ltd.,  
Winnipeg, Man.

**Packing**  
Canadian Consolidated Rubber Co.,  
Montreal.

The Canadian H. W. Johns-Manville  
Co., Ltd., Toronto.

**Pails**  
Wm. Cane & Sons Co., Newmarket.

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Berry Bros., Ltd., Walkerville, Ont.

Brandram-Henderson, Montreal.

Canada Paint Co., Montreal.

Dougall Varnish Co., Ltd., Montreal.

Imperial Varnish & Color Co., Toronto

R. C. Jamieson & Co., Ltd., Montreal.

Martin-Senour Co., Montreal.

Moore, Benjamin & Co., Toronto.

Ottawa Paint Works, Ottawa, Ont.

Pratt & Lambert, Inc., Bridgeburg.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Montreal.

G. F. Stephens & Co., Winnipeg.

**Paint and Varnish Remover**  
Dougall Varnish Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

**Paris Green**  
Canada Paint Co., Montreal.

Allan Munro Color Co., Ltd., Mon-  
treal.

**Pastry and Bread Boards**  
Stratford Mfg. Co., Ltd., Stratford.

**Perforated Sheet Metals**  
Canada Wire & Iron Goods Mfg. Co.,  
Hamilton, Ont.

Greening, B., Wire Co., Hamilton.

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Mecca Specialties Co., Ltd., Toronto.

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The Steel Co. of Canada, Ltd.,  
Hamilton.

A. C. Leslie & Co., Montreal.

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Trimont Mfg. Co., Roxbury, Mass.

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Galvanized**  
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Canadian Tube & Iron Co., Montreal.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd.,  
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Metallic Roofing Co., Ltd., Toronto,  
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Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

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Trimont Mfg. Co., Roxbury, Mass.

**Plane Irons**  
Buck Bros., Milbury, Mass.

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National Machinery & Supply Co.,  
Ltd., Hamilton.

Stanley Rule & Level Co., New Bri-  
tain, Conn.

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Frank Mossberg Co., Attleboro, Mass.

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Cushman Motor Works, Winnipeg.  
Collins Mfg. Co., Toronto.

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The British Aluminium Co., Ltd.,  
London, Eng.

**Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)**

Du Pont Powder Co., Wilmington,  
Del.

**Pulleys**

Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg, Man.

Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

The Maytag Co., Ltd., Winnipeg.

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Canadian Consolidated Rubber Co.,  
Montreal.

Darling Bros., Ltd., Montreal.

**Pumps, Iron**

Aylmer Pump & Scale Co., Aylmer,  
Beatty Bros., Ltd., Fergus, Ont.,  
Winnipeg, Man.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Richmond Pump Co., Winnipeg.

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Brandram-Henderson Co., Montreal

Canada Paint Co., Montreal

Sherwin-Williams Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton

G. F. Stephens & Co., Winnipeg.

**Racks, Wire Cloth Display**

R. M. Bowser & Son, Renfrew, P.

**Ranges**

Clare Bros. & Co., Ltd., Preston, Ont.

Thos. Davidson Co., Montreal.

Findlay Bros., Carleton Place.

**Radiators**

Clare Bros. & Co., Ltd., Preston, Ont.

**Rat Traps**

Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

**Rasps**

Delta File Works, Philadelphia.

Henry Disston & Sons, Toronto.

**Razors**

Geneva Cutlery Co., Geneva, N.Y.

Jonathan Crookes & Son, Sheffield,  
Eng.

Jas. Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain,  
Conn.

Geo. Wolstenholm & Son, Sheffield,  
Eng.

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Carborundum Co., Niagara Falls, N.Y.

Geneva Cutlery Co., Geneva, N.Y.

**Reamers**

Butterfield & Co., Rock Island, Que.

Pratt & Whitney Co., Dundas, Ont.

Whitman & Barnes, St. Catharines.

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Brandram-Henderson Co., Montreal.

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Montreal.

**Refrigerators**

The Thos. Davidson Mfg. Co., Ltd.,  
Montreal.

Sanderson-Harold Co., Ltd., Paris,  
Ont.

**Reinforcing Concrete**

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ilton, Ont.

Dominion Iron & Steel Co., Sydney.

McGregor-Banwell Fence Co., Walk-  
erville, Ont.

Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-  
ilton.

**Revolvers**

Colt's Patent Fire Arms Co., Hartford,  
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Marble Arms & Mfg. Co., Gladstone,  
Mich.

Remington-Arms U-M-C Co., Windsor.

Ross Rifle Co., Quebec.

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Marble Arms & Mfg. Co., Gladstone,  
Mich.

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Northern Bolt & Screw Co., Owen  
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Steel Co. of Canada, Hamilton.

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Lewis Bros., Ltd., Montreal.

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Roofers Supply Co., Ltd., Toronto.

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Winnipeg.

**Runways, Electric**

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Winnipeg, Man.

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field, England.

Lufkin Rule Co., Windsor.

L. S. Starrett Co., Athol, Mass.

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Simonds Canada Saw Co., Montreal.

**Saws, Hand**

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Simonds Canada Saw Co., Montreal.

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Ont.

John Chatillon & Sons, New York,  
N.Y.

Landers, Frary & Clark, New Britain,  
Conn.

Walter Woods & Co., Hamilton.

**Screen Doors and Windows**

Sanderson, Harold Co., Paris, Ont.

**Screen Door Sets**

The Stanley Works, New Britain.

**Screw Plates**

Butterfield & Co., Rock Island, Que.

**Screw Drivers**

Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

National Machinery & Supply Co.,  
Ltd., Hamilton.

**Screw Driver Bits**

Buck Bros., Milbury, Mass.

**Screw Drivers, Pockets**

Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

Marble Arms & Mfg. Co., Gladstone,  
Mich.

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Northern Bolt & Screw Co., Owen  
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Steel Co. of Canada, Ltd., Hamilton.

**Screws, Wood**

Steel Co. of Canada, Ltd., Hamilton

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New York.

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Henry T. Seymour Shear Co., New  
York.

Acme Shear Co., Bridgeport, Conn.

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Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

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Richards-Wilcox Canadian Co., Lon-  
don, Ont.

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Eureka Planter Co., Woodstock.

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ham, Eng.

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Douglall Varnish Co., Ltd., Montreal.

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ilton.

The Stanley Works, New Britain.

Steel Co. of Canada, Ltd., Hamilton.

**Staple Pulleys**

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port, Conn.

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Conn.

**Steel Wire Hoops**

Dominion Iron & Steel Co., Ltd.,  
Sydney.

Steel Co. of Canada, Ltd., Hamilton.

Winnipeg, Man.

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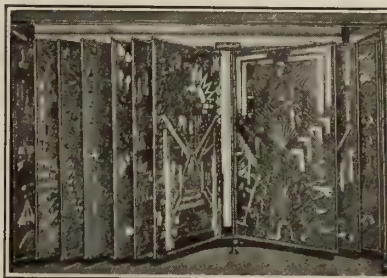
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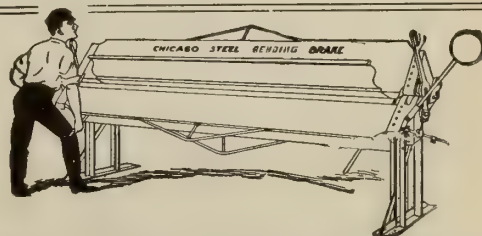
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Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

### Vises

National Machinery & Supply Co.,  
Ltd., Hamilton.  
North Bros. Mfg. Co., Philadelphia.

### Vises, Oval Slide

National Machinery & Supply Co.,  
Ltd., Hamilton.

### Vises, Pipe

National Machinery & Supply Co.,  
Ltd., Hamilton.

### Vulcanizers

Adamson Mfg. Co., Hamilton.

### Wall Board

Bird & Son, Hamilton.

### Wall Scrapers

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Meakins & Sons, Hamilton.  
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Cummer-Dowdell, Ltd., Hamilton.  
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One Minute Mfg. Co., Toronto.

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H. S. Howland, Sons & Co., Montreal.  
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Manitoba Bridge & Iron Wks., Ltd.,  
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### Window Guards

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London, Ont.  
B. Greening Wire Co., Ltd.,  
Hamilton.  
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London, Eng.  
Colonial Wire & Mfg. Co., Ltd.,  
Montreal.  
Dominion Iron & Steel Co., Ltd.,  
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Frost Steel & Wire Co., Ltd., Ham-  
ilton.  
B. Greening Wire Co., Hamilton.  
The Laidlaw Bale-Tie Co., Ltd., Ham-  
ilton.

Northern Bolt & Screw Co., Owen  
Sound, Ont.  
The Western Wire & Nail Co., Ltd.,  
London, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridge-  
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The Dennis Wire & Iron Works,  
London, Ont.  
B. Greening Wire Co., Ltd.,  
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McGregor-Banwell Fence Co., Walk-  
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Dominion Iron & Steel Co., Ltd.,  
Sydney.  
B. Greening Wire Co., Ltd.,  
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Laidlaw Bale-Tie Co., Hamilton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.  
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Hamilton.

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Dougall Varnish Co., Ltd., Montreal.  
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Meakins & Sons, Ltd., Hamilton, Ont.  
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Ont.  
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Trimont Mfg. Co., Roxbury, Mass.  
Whitman & Barnes Mfg. Co., St.  
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Cummer-Dowdell, Ltd., Hamilton,  
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The Maytag Co., Ltd., Winnipeg.  
The Nineteen Hundred Washer Co.  
Toronto.  
Walter Woods & Co., Hamilton.



**I**N this week's issue of Hardware and Metal, appears the first advertisement of a manufacturing firm which has been supplying the Canadian hardware trade with a staple line for over half a century. The firm has recently been purchased by a group of men who have had many years' experience in the same line, and they are making a strong bid for business.

You will be interested in this advertisement. Search the advertising pages until you find it.

J. G. L.



## Are You Ready to Meet the Summer Demand for Ross .22 Cadet Rifles?

The Ross .22 Cadet Rifle adds much to the enjoyment of the summer outing. It is most suitable for shooting either at a mark or at smaller game. No expensive ranges are required and the cheapest form of ammunition is used.

The Ross .22 Cadet Rifle is very accurate and has plenty of power. Its action is simple and reliable, and it is equipped with excellent peep and globe sights.

Do not forget to place your order for Ross Sporting Rifles well ahead of time. There is sure to be a run on our stock this summer, since the Ross .280 and .303 are replacing the fine European rifles that are now unobtainable.



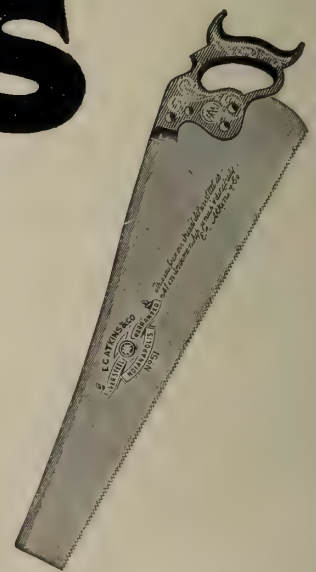
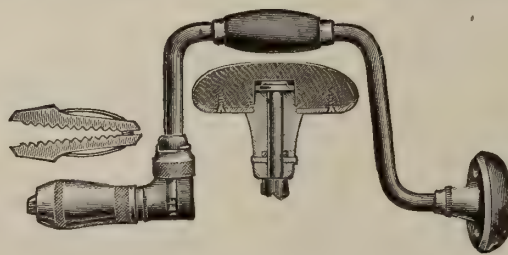
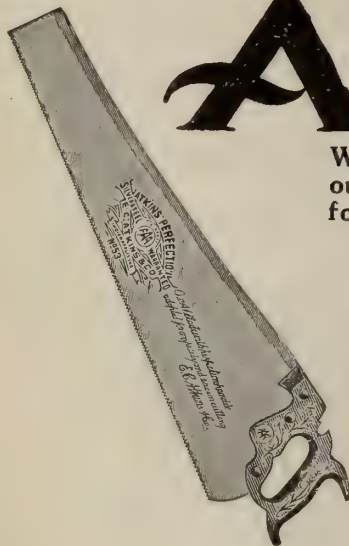
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Write to the nearest address below. Ask for our proposition "H.M."—A co-operative plan for increasing your Saw sales and profits.



We make the finest line of  
Braces in the world.

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Vancouver Branch—109 Powell Street

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*Reasonable Price*

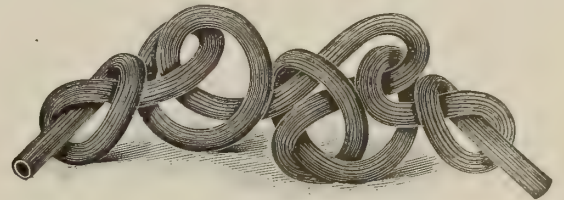
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**The Roofers Supply Co., Limited**      **Toronto, Ont.**

*Importers, Jobbers and Manufacturers*

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The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY  
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

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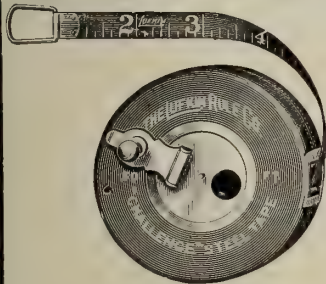
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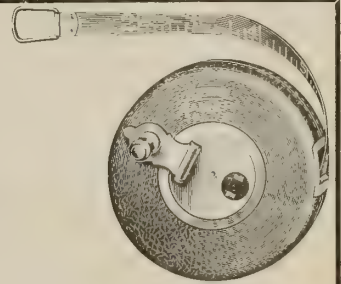
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THE NEW POPULAR PRICED

**LUFKIN** "Banner"  
Steel Tape



Rapidly taking its place with the other familiarly known Lufkin  
Brands, "Reliable," "Challenge," "Rival," etc.

The "BANNER" is an Accurate, First-Quality Steel Tape.

It has *Instantaneous* Readings.  
Foot number at each inch.  
Originated by us.



It also has metal-lined case, push button, etc.  
SELLS AT A PRICE WITHIN REACH OF  
MANY USERS OF WOVEN TAPES.

**THE LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

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Dominion Day is a good and proper time to say, "I am now  
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Dominion those good 'PREMIER' Sheets." Quick shipments:  
clean, fresh stock: cost you nothing extra.

TINKER TOM.

Look for talk No. 57 next week.

**DOMINION SHEET METAL CO., Ltd.**  
HAMILTON, CANADA

(160)





# GOODELL PRATT

## 1500 GOOD TOOLS



### ABOVE COMPETITION

The best of modern machinery coupled with forty-seven years of level-making experience enables us to sell you levels that are unsurpassed.

A long period of air drying and the best of modern steam dry houses—a type used only in the best furniture factories—assures the best drying possible.

The Stratton adjustment, the dove-tailed brass binding, the selected high-grade vials, and the extreme care used throughout their entire construction, all help to place the Stratton Levels above competition.

We will send you "The Story of the Stratton Level" which tells their story in a very interesting way. It will sell the levels to you, and we will send you additional copies for distribution. These booklets will sell some of your Stratton Levels. Satisfaction will sell the rest.

*"The Story of the Stratton Level" sent free to you.*

### Goodell-Pratt Company

### *Toolsmiths*

Greenfield, Mass., U.S.A.





# HARDWARE<sup>AND</sup> METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

July 8

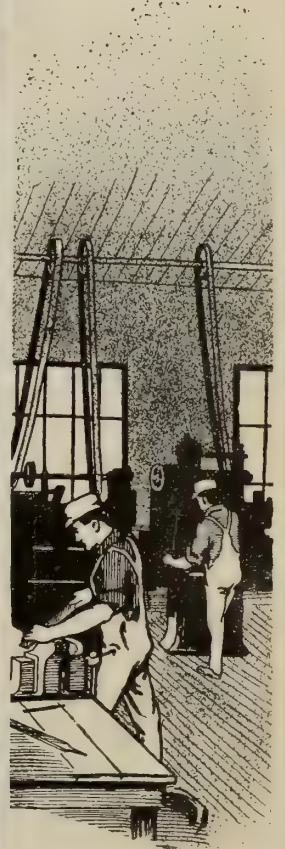
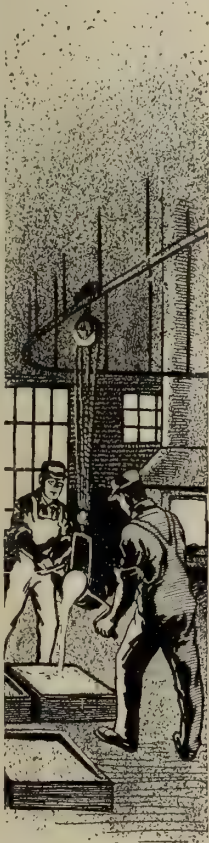
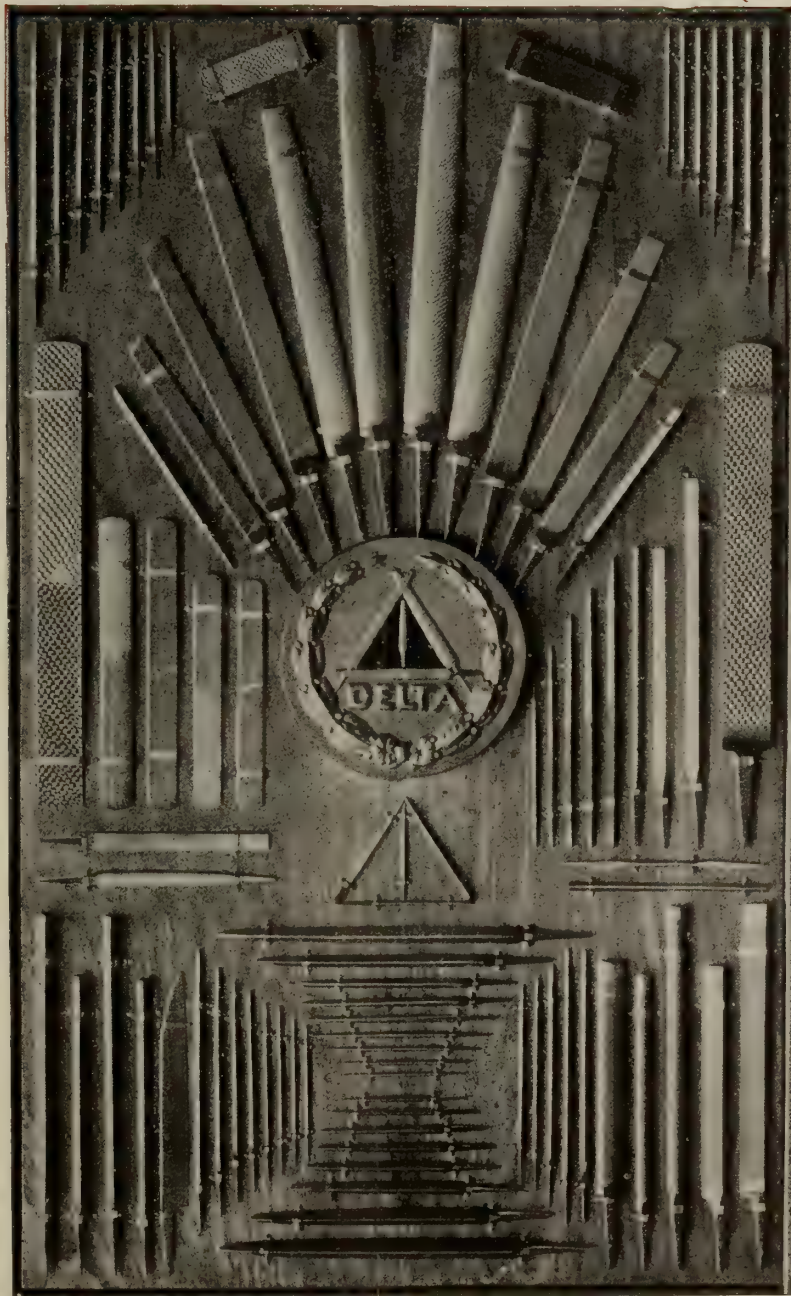
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THE MACLEAN PUBLISHING COMPANY, LIMITED

1916

PUBLICATION OFFICE: TORONTO, CANADA

**THE WINNERS** USED IN EVERY SHOP WHERE ECONOMY  
AND EFFICIENCY ARE PRACTISED



THE FILE YOU WILL EVENTUALLY USE—AS PERFECT AS WILL AND  
SKILL CAN MAKE—CLEAN, STRONG, SHARP TEETH

**DELTA FILE WORKS**

PHILADELPHIA,

U.S.A.

USED IN EVERY SHOP WHERE ECONOMY AND EFFICIENCY ARE PRACTISED





# SELL MORE FILES



For many years we have advertised in every technical trade paper in Canada, educating manufacturers, superintendents, shop foremen and workmen to use more files.

We have demonstrated clearly that it is wasteful to continue using a file when it has reached its "inefficient point."

The result of this campaign has been a tremendous increase in the demand for files, particularly the Famous Five manufactured by us:

## KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

This increase is so great that to-day we supply 90% of the files sold in Canada. Last year we manufactured and sold 60,000,000 files. The dealers who sell the Famous Five turned over this business and made their profit from it.

How much of this business did you get? Did you do 90% of the file business in your locality? If you did not, you're likely missing business by not selling the Famous Five.

We have an interesting proposition to any dealer who wants to increase his file business. We will send him particulars of it if he will write for a copy of "File Philosophy" and our Trade Catalogue.

## Nicholson File Company

Port Hope

(Jobbers Everywhere)

Ontario

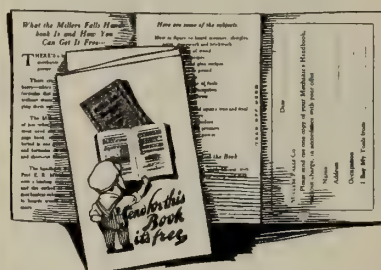


## They're All After This Book

We've been astonished at the demand from mechanics for our new Mechanic's Handbook offered in our trade paper advertising.

Here's an asset for us both to cash in on.

We've worked out a way of distributing these books that will link the handbook up with your store, and give you full advantage of the good-will this book creates in the mechanic's mind.



Send for a supply of these Handbook circulars--hand them out to your mechanic customers. On receipt of postal

return card from each mechanic, we will mail the handbook with your compliments. Every mechanic who has valued the book enough to write for it will get it, and we will both receive the maximum results from the distribution.

Mechanics are your big customers--your quantity buyers. Don't neglect to take advantage of this plan that will do them a good turn and will increase their good-will.

Write for Handbook Folders to-day and get them out working for you.

## Millers Falls Company

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

N. Y. Office: 28 Warren Street

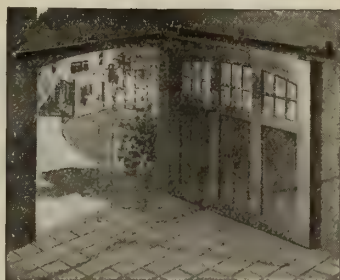




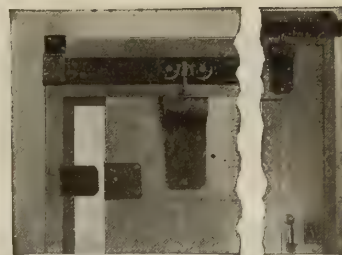
**FIRE DOOR HARDWARE.**  
Single—Double—Sliding—Swing—  
Vertical—and Special Under-  
writers' Label Fixtures.



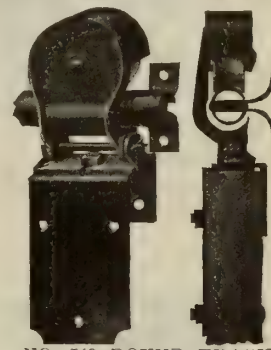
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For Barn Doors. Bird-proof, storm-  
proof, flexible and adjustable. The  
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Canada.  
Per doz. pair, list .....\$28.80  
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Fine for Garages—no curves requir-  
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**"R-W" FLUSH TROLLEY HANGERS.**  
Make Sliding Doors fit tightly as  
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Simple—Strong—Durable.  
F11 Hangers, doz. pair.....\$ 48.00  
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**NO. 543 ROUND TRACK  
HANGER.**  
Only completely Flexible  
Round Track Hanger. Ad-  
justable. Riveted steel track  
brackets.  
Hangers, per doz. pair, list  
\$23.50  
Track, per 100 ft., list, \$16.00

When you  
think of  
**Hangers**  
think of

"The Hanger People"

**Richards-Wilcox**



**CANADIAN COMPANY, LTD.**  
**LONDON, ONTARIO.**



## BE SURE THAT YOU STOCK YOUR MOTOR SUPPLY DEPARTMENT WITH **CARBORUNDUM** *Valve-Grinding Paste*

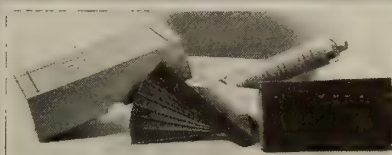
**T**HE fastest, cleanest-cutting valve-grind-  
ing paste made—for all motor  
engines.

It's a mixture of the hard, sharp, fast-cut-  
ting Carborundum grains and a high-grade  
grease.—Cuts the carbon, removes the pit marks quickly, easily.

Put up in neat outfits, single tubes and pails—  
coarse and fine. Ask about the display cartons.

*Have you entered the great Leaders of the world  
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**THE CARBORUNDUM COMPANY**  
NIAGARA FALLS, N. Y.



Valve-Grinding Outfit for the car owner.  
Two tubes, coarse and fine. Carborun-  
dum cloth for general use.

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No. 9970—Combination  
Chafer and Disc Stove

UNIVERSAL



No. 9635—Coffee Percolator

## Waiting To Be Placed In Some Modern Home

There is not a home in this country available to electricity that could not use to advantage some form of electrical cooking or heating device.

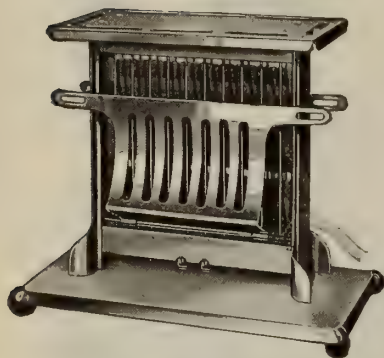
## UNIVERSAL ELECTRIC HOME NEEDS

After the sale is made the essential thing for the life of your future business is to sell the appliances which you feel sure will live up to the promises you have made in regard to them.

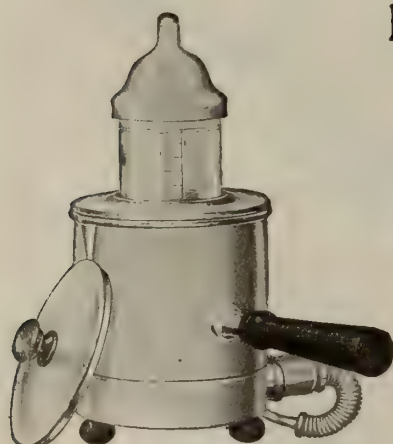
Universal Electric Home Needs will stand up under years of constant use and are especially valuable because of the many exclusive conveniences which they include.

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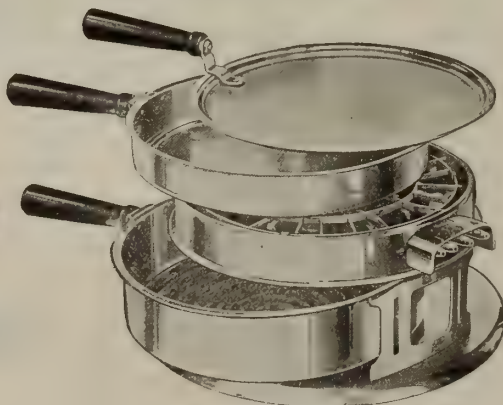
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A. Macfarlane & Co., Montreal  
Canadian Representatives

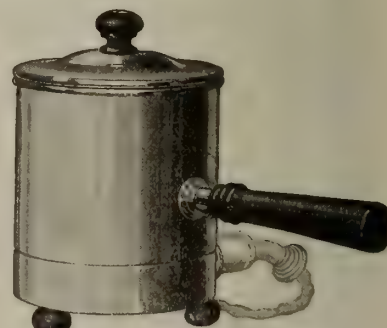
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No. 905  
Electric Iron

No. 9930—Milk Warmer



No. 984—4-Heat Grill



No. 993—Water Heater

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## *Files and Rasps*

ARE MADE

of the Highest Grade Crucible Steel,  
Thoroughly Hardened and Carefully  
Milled,

**In All Shapes and All Sizes**

which has, through years of persistent  
achievement and continued success, won  
the well-deserved reputation of being

***The Best***

## *Files and Rasps*

***Made***

WE CARRY A COMPLETE  
ASSORTMENT DISSTON'S  
SAWS, TOOLS AND FILES

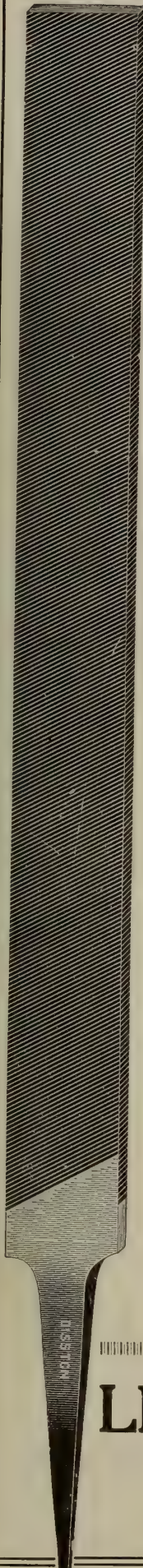
**Send In Your Orders NOW.**

**WE ARE HEADQUARTERS FOR DISSTON GOODS.**

**LEWIS BROS., LIMITED, MONTREAL**

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' AND PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS AND GLASS

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Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



**STANDARD No. 0, No. 1 and No. 2.**  
Retailing at about \$2.50. High-class barber's clipper.



**No. 00 SHAVER**  
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



**SPEED**  
Best low-priced Clipper made. Retailing at about \$1.00.



**IMPROVED COLUMBIAN**  
with grooved bottom plate, retailing at about \$1.50.

**A. MacFarlane & Co.**

Coristine Building, Montreal

Canadian Agents for

**Wiebusch & Hilger, Ltd.**

New York City



**CADET**  
with visible spring, retailing at about \$1.00.

## To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

Tinsmiths' Snips  
Bench Shears  
Rivetting Hammers  
Setting Hammers  
Soldering Irons, all sizes

Punches and Chisels  
Hollow Punches  
Rivet Sets  
Gasoline Firepots  
Charcoal Firepots

Gas Firepots  
Steel Letters and Figures  
Cutting Nippers  
Wire and Rod Cutters

In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

**The Brown-Boggs Co., Limited, Hamilton, Canada**

Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Webb, Limited, Winnipeg and Edmonton

*If interested, tear out this page and keep with letters to be answered.*



# Starrett Tools



Micrometers

Vernier  
Calipers

Combination  
Squares

Steel Rules

Protractors

Levels

Calipers

Dividers

Hack Saws

Wrench Sets

Speed  
Indicators

## For Good Workmen

THE skilled mechanic uses the best tools because of pride in his work. He knows that his skill, aided by tools of utmost precision, makes him an accurate workman.

Starrett tools are the choice of skilled mechanics and the store carrying Starrett tools is assured of the trade of this class of buyers. In looking through the Starrett stock at his hardware dealer's every mechanic or engineer will find many tools and instruments that are exactly adapted to his work—that will make many a job easier and save time.

*We deal direct with hardware stores.*

Write for free Catalog No. 21 M.A.  
Prices and Discounts.

**THE L. S. STARRETT COMPANY**

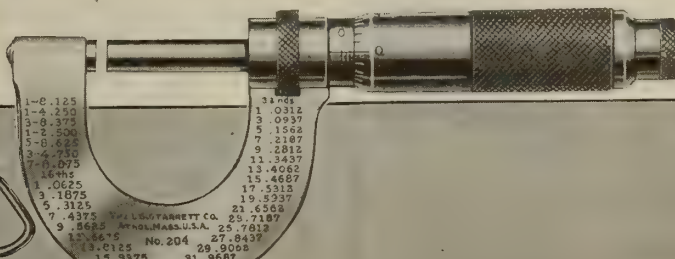
Athol, Massachusetts

*"The World's Greatest Tool Makers"*

New York

London

Chicago



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# super sheet metal

The advent of the steel sheet about sixty years ago created unbounded enthusiasm and brought forth voluminous prophecies and unlimited praise. Much was expected of it. And it has fulfilled these expectations in practically every way except one—it is not durable. It corrodes quickly. So, the steel sheet was displaced by




## The Super-Sheet Metal

Toncan Metal is rust and corrosion-resisting, consequently far superior to any other sheetmetal made from iron ore. And its durability has been proven by the real test—years of actual service. Its cost is moderate.

Toncan Metal Sheets are made in various gauges, either black painted or galvanized. There are Toncan Metal Roofings, Sidings, Eaves Trough, etc.

You will find, Mr. Sheet Metal Man, that Toncan Metal helps increase your business. One satisfied customer brings another.

Why Toncan Metal is so durable and how it is made is too lengthy a story for this space. However, it is interesting and well worth reading. It is contained in this book. Send for it. 

## The Pedlar People Ltd.

Oshawa, Ont.,  
Canadian Distributors

The Stark Rolling Mill Company  
Canton, Ohio  
Sole Makers

# A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big bonus and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify**, big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra \$5.00 or \$10.00 a week in exchange for your spare time means **anything to you**, write us to-day for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

## The MacLean Publishing Co., Ltd.

TORONTO, CANADA

*If interested, tear out this page and keep with letters to be answered.*



**T**HE SUCCESSFUL  
MERCHANT is the one who  
carries only those lines certain to please  
his customers.

The steady sale of

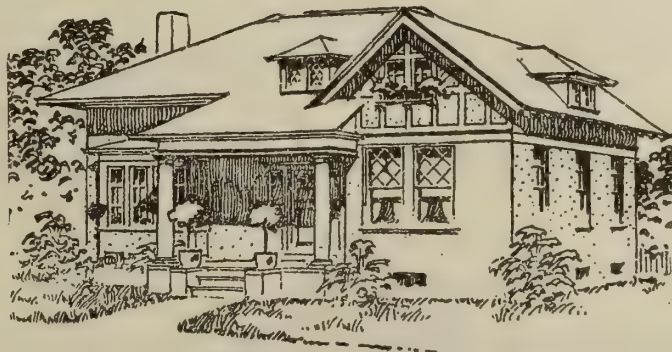
# SAMSON ROOFING

is a sure indication of its popularity.

Quality of materials and expert work-  
manship of absolute uniformity make  
this roofing one that can be depended  
upon to give the utmost satisfaction.

FULLY GUARANTEED

H. S. HOWLAND SONS & CO.  
TORONTO LIMITED



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No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges .....	" " "	SC 904
Heavy Strap Hinges .....	" " "	SC 209
Heavy Tee Hinges .....	" " "	SC 609

Corrugated Strap Hinges "	" "	SC 935
Corrugated Tee Hinges.. "	" "	SC 937

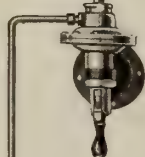
Don't forget the prefix "SC" !

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.  
Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

The Distant  
Control



## The "STACK" Distant Control System

gives control of the water heater  
from any part of the house.

It is an attachment (supplied with the Stack Heater) that enables you to light the gas from your kitchen or bathroom or bedroom, even if the heater is located in the basement. If you are downstairs (at the heater) and want hot water for the laundry or any household purpose, turn on the control at that point, and the heater is instantly in operation.

IT FILLS A LONG- FELT WANT FOR A LOW-PRICED AUTOMATIC CONTROL AND FOR THIS REASON IT WILL BE IN BIG DEMAND.

## Stack Water Heaters

Are guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

Drop a line for full details.

**James Morrison Brass Mfg. Co., LIMITED**  
93-97 Adelaide Street West, TORONTO



If interested, tear out this page and keep with letters to be answered.





Quality



Service

# The Steel Company of Canada, Limited

## PRODUCTS

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
Top Goods, Etc.

### WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor  
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire  
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### WROUGHT PIPE

Black and Galvanized Nipples and Couplings.

### SCREWS

Wood and Machine Steel, Brass and Bronze.


### LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty

# The Steel Company of Canada, Limited

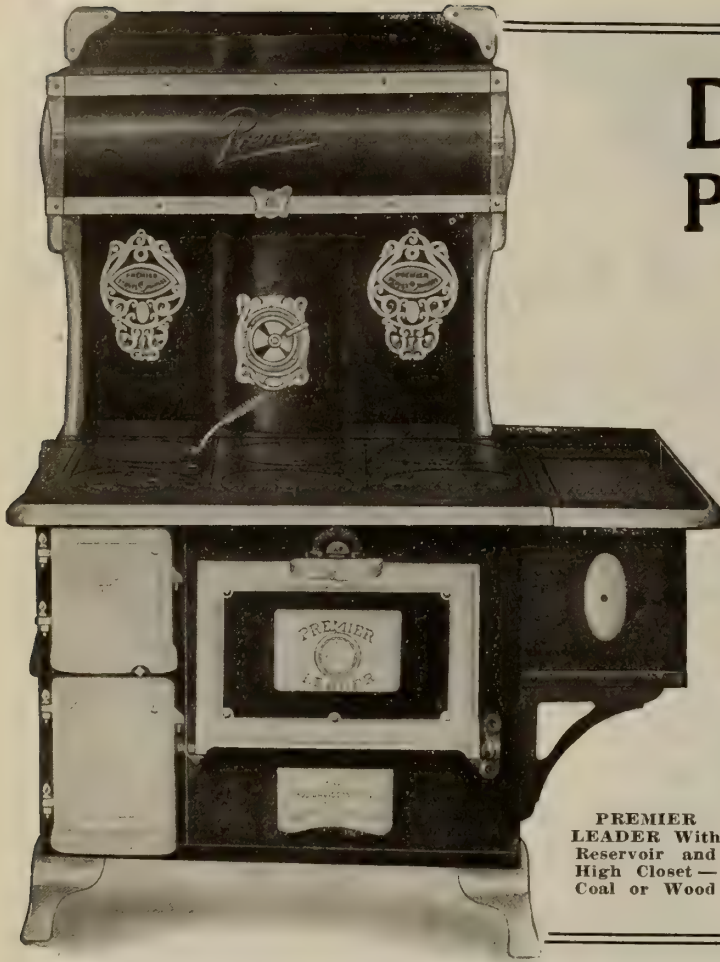


HAMILTON TORONTO



MONTREAL WINNIPEG





PREMIER  
LEADER With  
Reservoir and  
High Closet —  
Coal or Wood

## DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

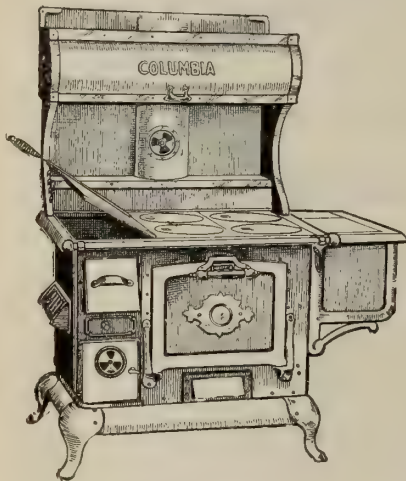
The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.  
Company, Limited**

Toronto

MONTREAL

Winnipeg



Retail Price :  
**\$50.00**

## EVERY STOVE SALESMAN

*KNOWS*, when the prospective customer walks up the stove-floor looking over your line of ranges, and stops in front of *one particular sample*, making a few admiring comments; that is the range for him to sell her.

If that sample is "A Columbia," it will take very little talk to make the sale.

Put a Columbia Sample on *your* floor and notice the increase in your stove sales.

**"EVERY RANGE GUARANTEED."**

**Dominion Stove & Foundry Co., Ltd.**

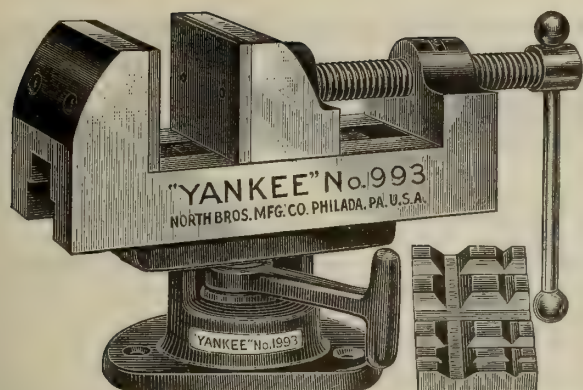
PENETANG, ONTARIO

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

*If interested, tear out this page and keep with letters to be answered.*





## **"YANKEE" VISE**

### **No. 1993**

### **WITH SWIVEL BASE**

**A GREAT LITTLE VISE  
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws  $2\frac{3}{4}$ " wide,  $1\frac{7}{8}$ " deep,  
opening  $3\frac{1}{8}$ ", Base  $7\frac{1}{2}$ " long.

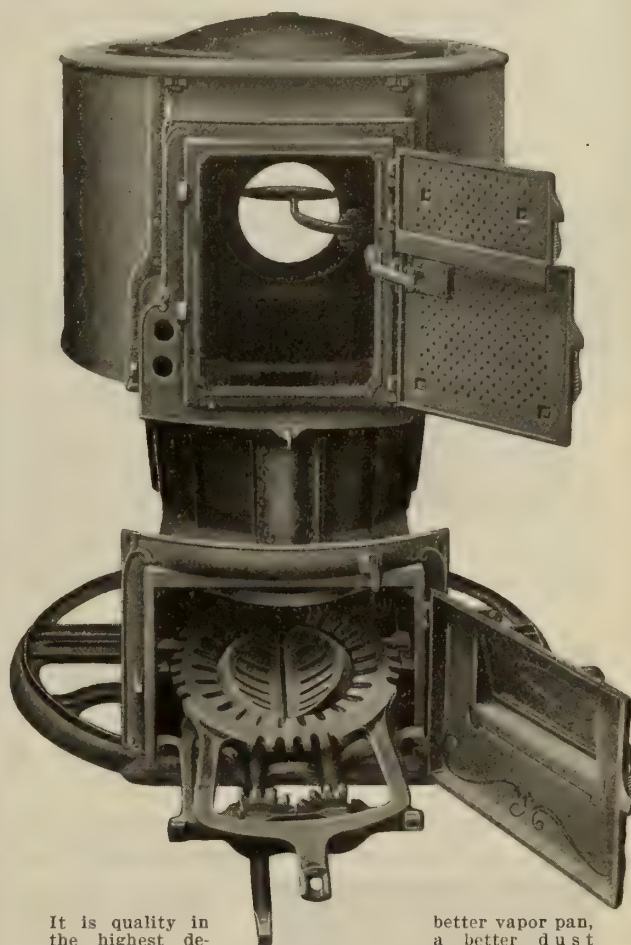
**Your Jobber will supply you.**

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.



## **Furnaces**

have features that are wonderfully good for selling and service



It is quality in the highest degree, having a better damper, a better ash pit body, a better firepot, a larger grate surface, a better grate, a better radiator, a better check damper, a better main bottom and ring, a

better vapor pan, a better dust flue, a better ash pit door, a better feed door, and a better regulator. Our catalogue tells why. Take the first step towards a larger furnace business by writing for it to-day.

**KIR-BEN, LIMITED**

ALMONTE, ONTARIO

**Kir - Ben Agency is the Best**

*If interested, tear out this page and keep with letters to be answered.*





**When you want the best and want it in a hurry, order from us.**

**Eavestrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators and CORRUGATED IRON.**

**We also carry a large stock of Galvanized Sheets.**

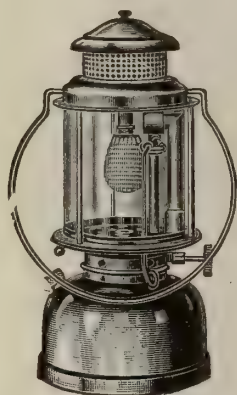
WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**

## THE STORM KING LANTERN



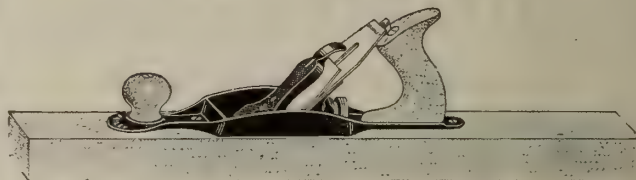
Wind and Rain Proof — 200 Candle Power,  $\frac{1}{4}$  cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial

If you want the agency write for our Special Lantern Proposition.

**National Stamping & Electric Works**

470 S. Clinton Street, Chicago

## Stanley Tools



### Carpenters' Wood Planes

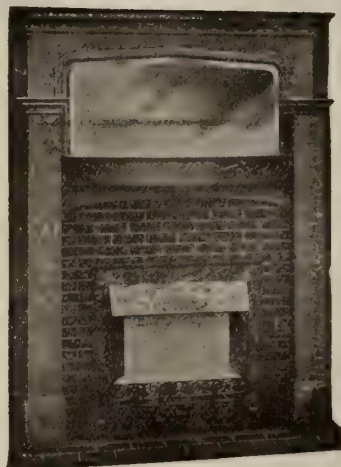
MADE IN CANADA

Every Carpenter needs two or more wood planes in his kit for rough outside work.

Those made by this Company at their Canadian plant are of a superior quality and fully guaranteed.

You will make no mistake to stock them.

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**

9 and 11 Pitt St. East, Windsor, Ont.





*"Quality METALLIC First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

We are selling

## M-R-CO. Die-Stamped Eavetrough

to scores of men who formerly made their own trough. Why do they buy it? Simply because

**they find it saves them money!**



The joints fit as though they grew together. Saves two-thirds of the labor and one-half of the solder. And there are fewer joints, too, because M-R-Co. Die-Stamped is made in 10 foot lengths. Correct Shape.

**TRY 'DIE-STAMPED' ONCE—YOU WILL NEVER GO BACK TO THE OLD KIND**

**M-R-Co. pipe is straight and true with a wide, tight seam**

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**

## Behind DISSTON Quality

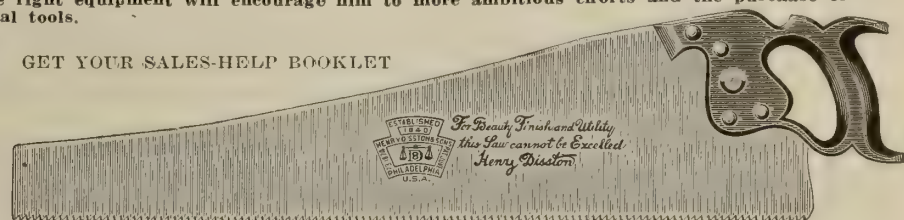
1. Seventy-six years' continuous production. Over three-quarters of a century's study and experience—Thorough knowledge of the requirements of the field and means of meeting them.
2. By long odds the largest saw-manufacturing plant in the world—Refinement of process and equipment impractical with a smaller volume of production.
3. Our own steel plant in which all steel used in DISSTON products is made—Absolute control of quality and uniformity of results.
4. World-wide distribution with representatives in intimate touch with service conditions—Constant observation of DISSTON TOOLS in actual use; immediate knowledge of changing requirements.
5. A reputation that to three generations has represented the highest development of the tool-makers' art—Constant and rigid test and inspection, research and experiment to insure the pre-eminence of DISSTON QUALITY, which is the greatest asset of the business.

## DISSTON QUALITY as a DEALER ASSET

1. Probably more DISSTON hand-saws are sold than other makes combined—Easy sales, reduced selling cost, quick turn-over.
2. Assured customer satisfaction—Increased confidence, increased sales to pleased purchaser, increased word of mouth advertising.
3. Increased prestige—The dealer's reputation for handling quality goods is a salesbuilder just as is the manufacturer's for making them.
4. When a certain make of hand-saw is called for, the chances favor it being DISSTON—A customer accepts a substituted article unwillingly, loses confidence and eventually takes his trade where he can get what he asks for, if substitution is persisted in.
5. Your average purchaser is not a skilled mechanic and needs quality tools—And his success with the right equipment will encourage him to more ambitious efforts and the purchase of additional tools.



GET YOUR SALES-HELP BOOKLET



**Henry Disston & Sons, Limited**

2-20 FRASER AVE.

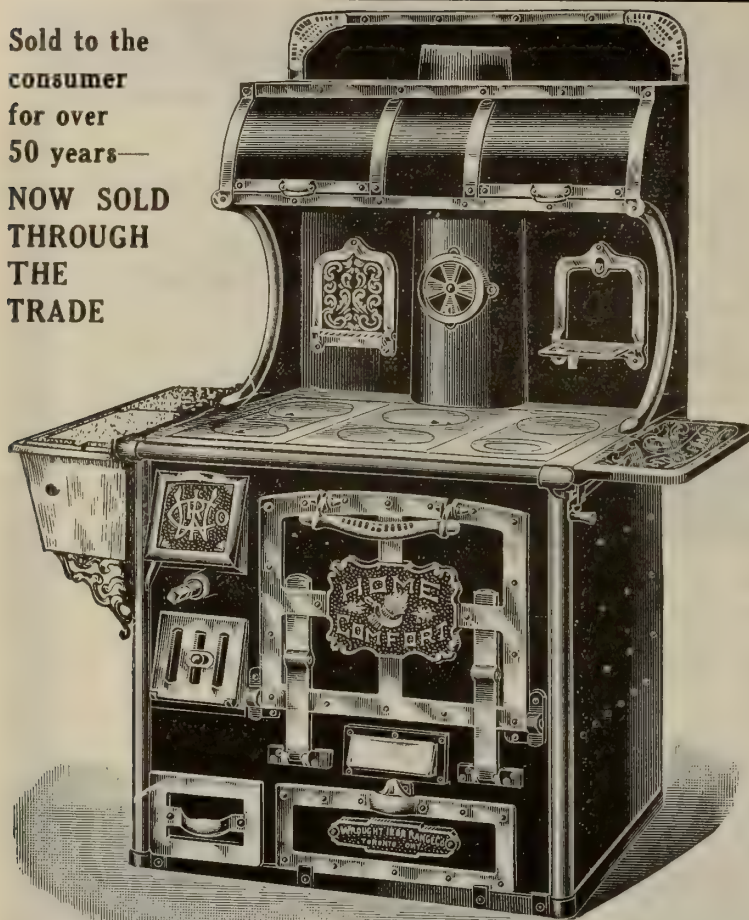
TORONTO, ONT.

Henry Disston & Sons, Limited  
 SALES HELP-BOOKLET PLEASE  
 Name .....  
 Address .....  
 H M

*If interested, tear out this page and keep with letters to be answered.*



Sold to the  
consumer  
for over  
50 years—  
NOW SOLD  
THROUGH  
THE  
TRADE



WILL WEAR TWENTY YEARS

## "Home Comfort" Range

Is a wonderfully durable line. Twenty years of good service is nothing unusual.

Made from the best quality of open hearth, close annealed cold rolled steel, and trimmed with the best quality of soft annealed malleable iron, making a practically indestructible combination.

**GRATES**—Grates are of the heavy duplex pattern, so designed that it is practically impossible to break them, or put them out of order in any way, and so arranged that they need only be reversed for burning wood.

**Ovens**—Ovens are made of 14-gauge open hearth, close annealed, cold rolled steel, with 12-gauge bottoms of the same material, heavily braced with malleable iron to make warping impossible, also having heavy malleable frames at the back and front of oven which are closely riveted to the body of range, and greatly increasing the strength and durability of both.

### A PURELY CANADIAN PRODUCT

There's no better way to a satisfied stove trade than the selling of the "Home Comfort" Range—over fifty thousand now in use.

Write for full particulars.

**Wrought Iron Range Co.  
of Canada, Limited**

Office: 151 King St. West.

Factory: 22 Orillia St.

TORONTO



## Selling Quality Goods is the greatest asset to any Hardware Merchant

Quality behind the selling of your lines enhances your reputation and business.

Our goods meet the highest standard and make you good profits.

Write for full particulars.

**R. H. SMITH, COMPANY, LIMITED**  
Est. 1855

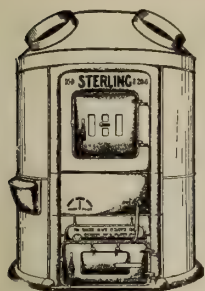
**ST. CATHARINES, ONT.**

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

*If interested, tear out this page and keep with letters to be answered.*





# STERLING FURNACE



CARLETON PLACE

WINNIPEG

**T**HIS advertisement—we wonder if there is another firm of furnace-makers in Canada ready to write it. It has to do with guarantees and with one guarantee in particular; a really remarkable guarantee; a guarantee of *PERFORMANCE AFTER INSTALLATION*.

**I**T is comparatively easy to guarantee quality and strength of materials, workmanship, and all that; but to guarantee that the furnace **AFTER BEING INSTALLED** will do the heating work claimed for it—well, that's different. Yet this is what we do in regard to the **STERLING FURNACE**. It is not merely guaranteed before being installed, but is

## Guaranteed when installed

**T**HINK what this means to you, a seller of furnaces. If you are the local agent for the *Sterling*, you do not have to use "ifs" and "ands" and "buts," and "maybes" and "perhaphses." You can talk **POSITIVELY**.

Before any style or size of Sterling Furnace is offered for sale it must pass severe tests to prove:

- (1) High type of Combustion.
- (2) Efficiency of Heating Surfaces.
- (3) Resistance to Expansion and Contraction Strains.
- (4) Freedom of draft.
- (5) Efficiency of draft *central*.
- (6) Tightness of joints under severe firing conditions.
- (7) Free working of mechanical parts after repeated fire tests.

Only by this method can there be produced a satisfactory furnace. Also this is why we can give such a broad guarantee as this:

**EVERY STERLING FURNACE IS GIVEN A GUARANTEED RATING in terms of Sterling Heat Units.**

That is, the heating strength or power or capacity of a Sterling Furnace *is a known quantity. It must and will live up to its rating.*

More than this: The heating capacity of a Sterling Furnace is proved by test to be from one-fifth to one-half greater than ordinary furnaces of the same size.

Friend dealer, we surely can put into your hands a selling proposition that cannot be duplicated. We've made *good*—kept the faith—with Favorite Stoves and now we're ready to make good—keep the faith—with Sterling Furnaces. Are you with us?

*Send for the Sterling Furnace Book. It tells you much about the Sterling—why it is good and wherein it differs from other furnaces. You can get a Sterling Agency more easily now than later on. Ask to have our proposal.*

## Findlay Bros. Co., Ltd.

CARLETON PLACE

WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*



## TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY  
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

## Something Every House-keeper Should Buy

### THE MONITOR ROTARY LAWN CLOTHES DRYER.



It carries 150 ft. of Line and every line is within easy reach. Stand in one spot to hang out a large wash.

No tramping through the mud, carting a heavily loaded clothes basket around the yard.

### The Lines Come to You

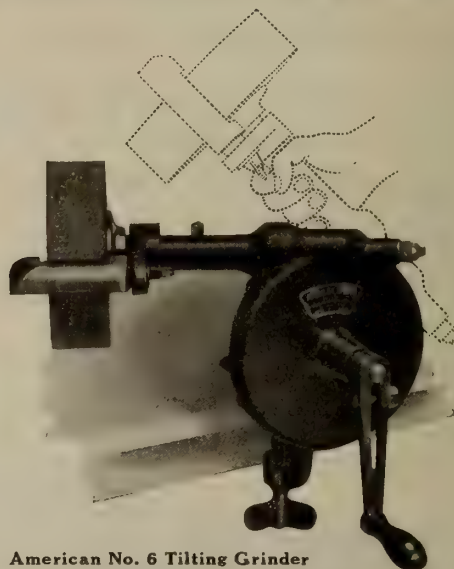
No soiled clothes. No dirty lines. No obstruction on lawn or yard. No trouble to set up or take down.

2 styles { "A" 105 Ft. Line  
          { "B" 150 " "

MADE BY

**Cummer-Dowswell, Limited**  
HAMILTON, ONT.

## Immediate Deliveries on American Self-Oiling Grinders



American No. 6 Tilting Grinder

### SICKLE GRINDERS TOOL GRINDERS POWER GRINDERS

If your jobber does not handle, write direct to factory.

WESTERN CANADA AGENTS:

Merchants Hardware Specialties, Calgary, Alta.

EASTERN CANADA AGENTS:

John M. Graham & Co., 113 Chambers Street, New York City

American Grinder Mfg. Co., Milwaukee, Wis.

## BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

**Technical Books, 143-153 University Ave., TORONTO**

*If interested, tear out this page and keep with letters to be answered.*



This is the season when men and women are seeking a healthful and instructive diversion—something that will relieve the tension of fatigued bodies and tired nerves.

## Dominion Hand Traps Canadian Black Birds

AND

## Dominion Shot Shells

fill all the requirements for a week end or even a half day of sport.

The trap is constructed on the correct principles to throw targets in the same manner as game birds fly. **Dominion Hand Traps** carry our usual guarantee.

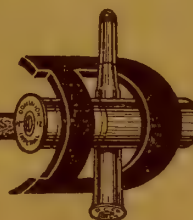
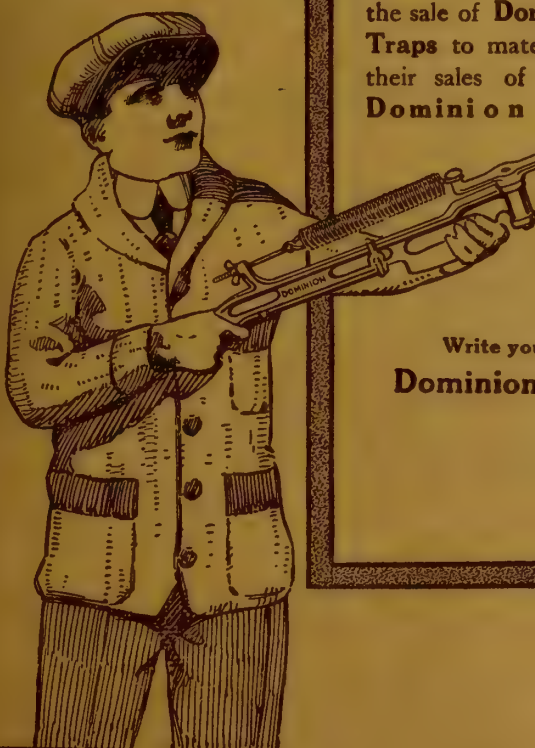
Dealers have an opportunity by the sale of **Dominion Hand Traps** to materially increase their sales of **Dominion**

**Shot Shells.** Good profit may be realised by renting hand traps.

Sell for \$4.85.

Write your jobber or us for prices.

**Dominion Cartridge Co., Ltd.**  
MONTREAL









Keep your  
rooms warm  
and your  
tempers cool

—  
AVOID DRAFTS

—  
You can rely  
upon the

**"BRITON"**

to keep them  
out

—  
"Britons"  
keep the door  
of the world

—  
Made only by

**WM. NEWMAN  
& SONS, LTD.**

BIRMINGHAM



YOU CAN  
CLOSE OUT

THE  
WORLD

WITH A  
BRITON

The reliance  
that can be  
placed in a

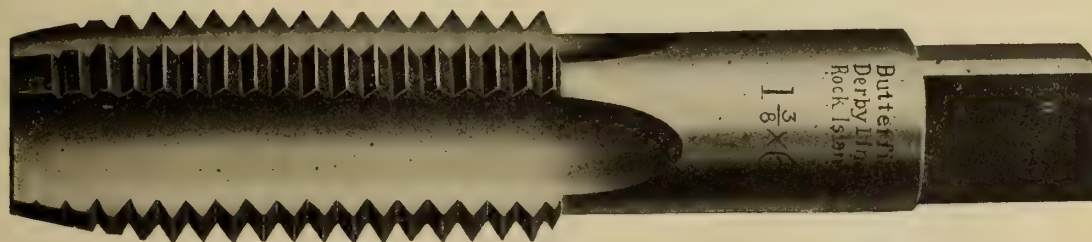
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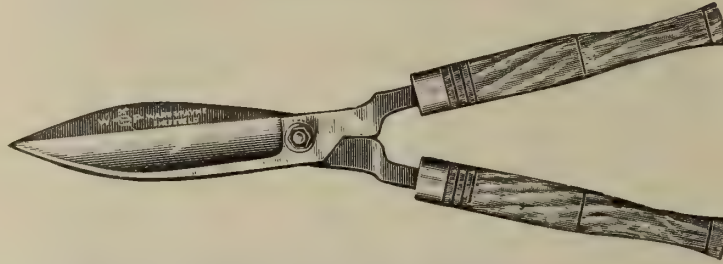
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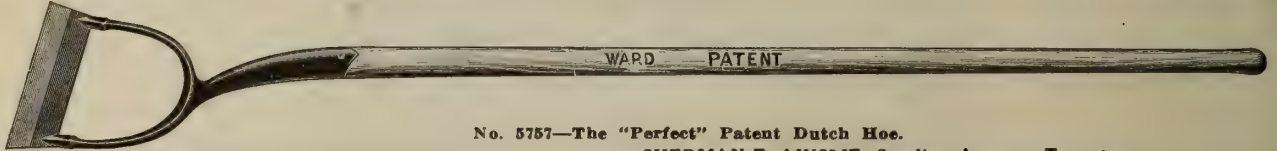
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ESTABLISHED 1885

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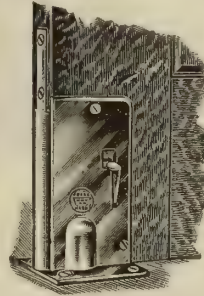
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*28 "Service" Branches Throughout Canada.*



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, JULY 8, 1916

No. 28

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

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—whether the doors have straight  
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—whether the building costs  
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—whether the service is  
hard or easy

the builder, the contractor and the owner want

## Stanley Garage Hardware

*and the Stanley Garage Door Holder No. 1774.*

**S**TANLEY Garage Hardware is a firm staple line. It is sold to people who expect to pay fair prices for good goods. It brings you a large margin of profit. It is extensively advertised. It is in demand.

*It is something you should stock without delay.*

Think of the autos that are being bought this year—think of the garages being built now—think how

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## Always on the Job---Built Big Business

*By Studying Needs of Customers Portage La Prairie Firm Has Built Up a Large Business—Watches for New Lines—Varied Demands of Farmers.*

“**H**OW can you account for the splendid growth of your business in a town of 6000 population?” inquired a Hardware and Metal representative of J. O. Cadham. Portage La Prairie, Man., who has one of the best and largest hardware stores in the smaller cities of the West.

“I don’t know unless it is because we are always on the job,” replied Mr. Cadham. Being on the job does not mean that the store is kept open late at night—it closes at six except Satur-

days—or that it is opened before day-break. There are many ways of being on the job, and a good many are in evidence in the Cadham store.

Portage La Prairie is quite close to Winnipeg—so close in fact that residents in the vicinity can go into Winnipeg on a morning train, do a good day’s shopping—often in the department stores and return the same day.

Portage La Prairie is located in a wealthy farming community and is a favorite with mail order concerns, judg-

ing by the number of catalogs distributed in the community. Under such conditions it is absolutely necessary for a merchant to be on the job if he wants to keep towards the front of the business procession.

Despite the fact that the business has been established since 1882, and has therefore built up a strong following, Mr. Cadham does not underestimate the menace of mail order and department store competition. Mr. Cadham like many other retailers has found that the



View of household goods and store department of the J. O. Cadham hardware store, Portage la Prairie, Man. A view of the tool, cutlery and general hardware departments appears on the next page.





*View of tool and cutlery department of the J. O. Cadham hardware store, Portage la Prairie, Man., showing neat arrangement of stock.*

mail order houses, have on some lines, quoted prices which were lower than the prices which the jobber was charging the retailer. This of course refers particularly to the leaders which the mail order firms announce from time to time.

The business was started in 1882 with a \$1000 stock. The stock to-day is in the neighborhood of \$30,000.

#### **Watches for New Lines**

One of Mr. Cadham's policies—and a mighty good one it is—has always been to keep a sharp lookout for new lines—always those possessing merit. He has found that the farmers are always looking for new goods. The farmers wives to-day are thoroughly posted regarding new products for the home, many of which are advertised in farm papers and national magazines. If they cannot procure the goods locally they naturally visit the department stores or purchase by mail. It is therefore one of the Cadham policies to keep a close watch in trade journals and elsewhere for any new products which are offered to the trade.

Almost 80 per cent. of the firm's trade is with farmers, the balance with residents of the city.

#### **Farmers' Needs Vary**

As an example of how varied the needs of the farmer are, the firm last

year sold 100,000 lbs. of binder twine. In addition to this there was a big sale for harvesters' and threshers' supplies. On the other hand considerable quantities of cut glass, were also sold to the same class of customers.

One large silent salesman in the Cadham store is devoted to a display of cut glass. Most of the sales are made to farmers. Articles ranging in price around \$4 or \$5 are the most popular sellers. There is a good sale during the Xmas season. There is also a good steady demand throughout the year.

Silver plated ware is another line carried in stocks and sold extensively. Splendidly arranged displays are always on exhibition in the store.

#### **A New Line**

About a year ago another line of glass ware was introduced. The quality of this line is better than the cheap goods sold in variety stores, and still considerably lower in price than cut glass. This line was a success from the start and not only yields a good margin of profit but helps to sell other goods. Samples are displayed on tables in the store. The goods can be examined by customers, and the prices are shown on each article in plain figures. Window displays of the goods are frequently arranged, and circular matter distributed to prospective customers.

#### **An unusual Line**

Another line, not usually found in Canadian hardware stores is a line of glass cooking utensils. This is also a new line taken on during the past year. The utensils take the place, it is claimed, of enamel and aluminumware, and are claimed to have a number of superior qualities for certain classes of cooking. The articles are not low in price, by any means, but there has been a very satisfactory sale of the new line so far and the demand is steadily increasing.

#### **Auto Accessories**

Auto accessories form another comparatively recent addition to the stock. Large numbers of motor cars are owned by farmers, in the districts surrounding Portage. The number of car-owners is being greatly increased each year. There is a well established and constantly growing market for motor accessories.

Although the auto accessory stock was added only a few months ago, results in sales so far have been beyond expectations. It has been demonstrated to the satisfaction of the firm that auto owners will patronize the hardware store when needing supplies, if a good stock is carried and advertised.

Mr. Cadham has found that there has been a steady demand during recent years for modern heating and plumbing equipment for farm dwellings and buildings. Modern farm houses in the dis-



trict are being equipped as completely as city homes—and the farmers have the price to pay for what they want.

Although of late, the building of residences has fallen off somewhat in this district, a large number of fine barns are being built. This is due largely to the prosperity of the western farmers, especially in the district which Mr. Cadham serves. In the construction of these barns large quantities of cement, roofing, stable equipment and hay carriers,

etc., are used. Farmers are paying particular attention to stable equipment for their stock.

A large stock of household hardware is carried. A portion of the stock is shown in one of the accompanying photographs. The goods are always well displayed. Dust is not allowed to accumulate. Customers are always waited on promptly.

New goods when placed in stock are always well displayed. Many large de-

partment store ideas have been carried out on a smaller scale in the Cadham store.

The needs of customers are closely watched and studied, and new lines are added frequently. Interior displays, window displays, newspapers, and personal contact are used to draw customers to the store. By being on the job, when the customers arrive, and looking after their wants promptly, a large business has been built up by the firm.

# Toronto Hardwaremen Get Together

*Merchants and Clerks Were Guests of Travelers at Hanlan's Point—Merry Time Enjoyed in Games and Sports—Anticipate Event Will be Forerunner of Annual Event of This Nature—Larger Affair Planned for Near Future*



(1) Upper left-hand picture: Getting set for tug-of-war. West End wins. (2) Upper central picture: Pipe race. There were some long drafts to encourage the pipes to draw. (3) Upper right-hand picture: Talking it all over after the baseball game. The East Enders maintained they would be in better trim next time. (4) Group of Hardware merchants at conclusion of games. Nearly all the 5c checks were disposed of by this time. (5) Travelers for various wholesale hardware firms in Toronto who were the hosts on the occasion.

ON Wednesday afternoon of this week the Toronto hardware merchants and their clerks were the guests of the Toronto travellers who call on the hardware trade, and an enjoyable time was spent together at Hanlan's Point. Over one hundred merchants, their clerks and travellers were present to take part in the outing. A baseball game between the East End and West End resulted in a victory for the merchants of the West End of the city, the score being 8-0. The East End declared they hardly had time to get into real battling form before the game was over. They assert there is bigger scoring power within their loins than that exhibited on the occasion of the first game. They are looking forward to the time when they can meet their opponents and show their real form and class.

There were a number of events that were keenly contested and some very handsome prizes were put up. Prizes were contributed by the following firms: Kennedy Hardware Company; Rochester Lamp Company; H. S. Howland, Son & Co.; McClary Manufactur-

ing Company, Boeckh Bros.; Lyons & Marks; Rice-Lewis & Sons.

The various events, together with the winners and prizes, were as follows:

## Events and Prize-Winners

The merchants' race was hotly contested. Following are the winners:—1st prize, portable lamp, Shedden; 2nd, art glass bowl, Fred Good; 3rd, safety razor, Ed. McGillvary.

The clerks' race was won by Matt.

Cassan, of Maclean's hardware, the prize being a lamp.

The pipe race, with a shaving brush as a prize, was won by J. Renton. Several travellers lined up for the travellers' race, but Geo. Chapman, of the Imperial Varnish and Color Co., was the first to reach the prize—a coffee pot. The boot race was won by J. H. Jolly, who secured a teapot as a reward. Milt Rossiter and Joe Suroff finished first and second respectively in the consolation race.

In the ball game the batteries were—West End, p., Byers; c., Wm. Platt; East End, p., John Tolchard; c., Harry Samuels. Several umpires officiated.

One of the keenly contested events was the tug-of-war between the East end and West End, which was won by the West End. Here again the East End declared their ability to make a better showing once they find their pulling legs. But this much can be said, that the West End exhibited perhaps a little better team work and got "the drop" with the able support of their anchor man, before the East End. The

(Continued on page 41.)

## HARDWARE

### 5c.

### CHECK

*These checks were popular among the hardwaremen. They were distributed free. They touched the spot.*



# Political Patronage System Denounced

*The National Council, Canadian Credit Men's Association Dealt with Important Matters at Vancouver Meeting—Proposed Legislation Affecting Retailers.*

**T**HE Political Patronage System, which in the past has been responsible for many and varied evils, was condemned at the fourth annual meeting of the National Council of the Canadian Credit Men's Association. The convention was held at Vancouver, B.C., and was attended by delegates from all parts of Canada.

The resolution, which carried, condemning the present system, is as follows:—

"That the Canadian Credit Men's Trust Association, as representing the wholesale trade of Canada, in annual meeting assembled, do strongly denounce such political patronage, and instructs the delegates to the convention to approach the various Provincial and Federal Governments with the object, if possible, of obtaining an abolition of the system throughout Canada and the establishment of the civil service upon a basis independent altogether of political influence."

A number of other resolutions, in which the wholesale and retail trades are interested, were also carried.

## N. S. F. Cheques

The association has submitted to the Minister of Justice proposed legislation making it a criminal offence to knowingly issue cheques where there are no funds to meet same (viz., N. S. F. cheques). Some of the retail associations have approved of such legislation. The Bankers' Association has submitted similar proposed legislation.

It was resolved that each division of the Credit Men's Association communicate with the Minister of Justice, asking him to take steps to pass such legislation at the earliest possible moment.

## Amend Criminal Code Re Bookkeeping

In the cases of a number of insolvent debtors it has been found that no proper books of account have been kept. In a test case in Toronto, reported in *Hardware and Metal* some time ago, the Criminal Code dealing with the matter was held to mean that it is only necessary that an insolvent should keep books of account after he has been in business for five years.

Proposed legislation has been submitted to the Minister of Justice by the association, making it a criminal offence for such insolvents not to have kept books of account immediately they enter into business, for the purpose of disclosing their mercantile transactions. The Bankers' Association has approved

of such legislation. Retailers' associations have gone on record as approving of the principle of all merchants keeping proper books of account.

It was, therefore, resolved that each division of the Credit Men's Association write to the Minister of Justice, asking that he take immediate steps to amend the Criminal Code as suggested.

## In Favor of Small Debts Courts

In view of the fact that some of the provinces now have Small Debts Courts, which have proven beneficial to the retail trade, the National Council carried the following resolution:

"That the divisions of the association in the provinces wherein no Small Debts Courts exist be instructed to co-operate with the retail associations in obtaining this legislation."

## To Register Secret Assignments

In many cases of insolvency it has been discovered for the first time by trade creditors that secret assignments of book accounts had been made by the debtor. Such secret assignments have created a preference in favor of the assignee as against the other creditors without their knowledge.

It is deemed advisable that all such assignments of book accounts should become public knowledge in the same manner as chattel mortgages, thus placing the grantors of credit in a position to intelligently decide whether credit should or should not be granted under such circumstances.

The Retail Merchants' Association of Saskatchewan have had legislation passed granting liens on growing crops to cover the supply of necessities of life, such liens to be registered in the same manner as chattel mortgages. The same principle of legislation applies in the assignment of book accounts.

Legislation compelling the registration of assignments of book accounts has been in existence in the Province of Saskatchewan for the past three years without working any hardship upon the retail trade.

It was, therefore, resolved that at all of the other divisions of C. M. A. steps be taken to communicate with all the Legislatures, asking for legislation compelling the registration of secret assignments of book accounts.

## Compulsory Assignment of Debtors

Another resolution that carried was to the effect: "That the Canadian Bar

Association be asked to draft out a uniform Assignments Act for submission to all of the provinces, providing, if possible, for the compulsory assignment of debtors who are proved to be insolvent, and for the ultimate discharge of an honest debtor who has assigned the whole of his estate for the benefit of his creditors, retaining the present system of the appointment of assignees at the will of the creditors, or in the alternative, if such provincial legislation is ultra vires, that a Federal Bankruptcy Act be submitted incorporating the aforesaid clauses of compulsion and discharge, but giving the creditors the power to say who shall act as assignees."

The question of collecting from debtors untaxed legal costs was fully discussed, but it was felt that no relief in this respect could be obtained.

## Registering Liens

On account of it being desirable that it be made compulsory in each province for holders of liens and lien notes to register same within thirty days, a resolution was carried to the effect that each division of the association approach the local Legislature and ask that legislation be passed compelling such registration if not already passed.

## 75 Per Cent. of Creditors Rule

It was suggested that the association seek legislation to provide that when a trust deed is executed or an extension entered into, that the signature of 75 per cent. of the creditors should bind the other 25 per cent. It was decided that each division should seek further information governing this matter, a suggestion being made that if any action were taken that the 75 per cent. should cover both number and amount of creditors.

## Registering Partnerships

An important resolution which carried was to the effect: "That the Legislatures of all provinces be requested to amend the Act relating to partnerships by providing:

"1. That declarations of partnership or trading under a trade name be in future filed in the office of the Provincial Secretary within thirty days; and also advertised in the Gazette within the same time.

"2. That all firms, etc., so registered shall use the word "registered," or abbreviation "regd.," after the firm or trade name.

(Continued on page 41.)



# Hardware & Metal

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JULY 8, 1916 No. 28

## INCREASED USES FOR TIN PLATE

THE tin plate situation as frequently referred to of late in our market reports has caused apprehension in some quarters. Some of the largest makers in the United States now state that they have no tin plate to sell for delivery this year. The production of tin plates in the United States this year promises a total far in advance of any previous year. According to the Iron Age, previous to 1915, in which the estimated output was about 1,000,000 gross tons, the high point was reached in 1912 at 962,971 gross tons. Estimates from good sources range from 1,200,000 to 1,250,000 gross tons for 1916. A factor to which attention has been called is the great increase in exports due to the cutting off of exports from Great Britain. There is also operative, as has been the case for the past two or three years, a very marked increase in the use of tin plates in the manufacture of containers for a wide variety of products, including articles of general consumption sold in retail stores; and the growth of the tin plate tonnage in other manufacturing and service lines is illustrated in the gasoline trade for automobiles. About 20,000 tons of tin plate is consumed each year for bottle caps. This is an example of some unconsidered factors that go into the total. The preference for tin plate over wood or pasteboard packages has grown very rapidly in many lines of manufacture and trade.

## A REMARKABLE CONDITION

THE latest reports issued by the Dominion Government relative to "Canada's Wealth," show that despite the heavy expenditures which the war has entailed, the country was never in a better financial condition. Depositors in the chartered banks had to their credit at the end of May \$765,000,000. This figure is far greater than anyone would have ventured to predict at the outbreak of the war. The bank clearings for the month of May showed a decided increase over the same month last year for all Canada of \$327,465,700. Gains were shown in all the clearing houses of the country, the largest proportional advance being out of Winnipeg, where it was over 80%. New branches of the various chartered banks which have been opened, exceeded the number closed by eight. On looking over the figures closely one can immediately see how well Canada is prepared for the new domestic war loan. There should be no difficulty experienced by the Canadian people in supplying another hundred million as quickly as the former one was taken up.

## HIGH WATER MARK FOR TRADE

CANADA has cause for congratulation in the report which has just come from the Trade and Commerce Department at Ottawa, which shows a remarkable increase for the month of May over the corresponding months of last year. Imports totaled \$70,230,000 or an increase of 100 per cent., as compared with May of 1915. Exports totaled \$106,000,000. Exports of manufactured articles totaled \$27,734,000, an increase of over eleven and a half millions as compared with May, 1915. Exports of agricultural products, principally wheat, totaled \$47,433,000, an

increase of \$34,687,000 over the same month last year. Total trade is more than double the total of May, 1915.

These figures constitute a new high water mark for Canadian trade. It must, of course, be remembered that a considerable percentage of both imports and exports is due to abnormal conditions of war traffic. Nevertheless Canada's trade in May, 1915, reached a point to which it had never come before. Taking into consideration munitions and other war exports and imports the trade of the country is in a healthy condition.

## HOW PARCEL POST WORKS

AT THE sessions of the National Wholesale Grocers' Association held in Boston, recently, among other matters discussed was the report of a sub-committee whose members had been looking into the matter of the operation of parcel post. There were two or three conclusions to which these men had come. One was that the parcel post was popular with the people; another that the idea behind it was a step in the right direction; a third that every package is delivered, at present, at a loss to the Government, the aggregate of such losses being a tremendous sum during the year past, and a fourth, that the system was steadily building up large corporations whose size in a few years' time would overshadow the largest trusts of the present time. The report of the committee, apropos the third and fourth conclusion says:

"the package . . . has been delivered at a loss to the Government, and this loss is worked to the direct interest of a few large corporations in the great centres and to the detriment, and in many cases, ruin, of the small merchant in country towns."

and again:

"as operated to-day the system is fast building up corporations whose size in a few years will overshadow the largest trusts of the present time. This tremendous increase in the volume of business centralized in a few corporations will be at the expense of hundreds, yes, thousands of small country merchants who are now making an honest living and building up local communities in which they reside."

This is the peril of the parcel post idea wrongly applied. Few will object to parcel post, *per se*. It is a step forward in the progress of our time. But its operation with two results such as have been mentioned herein is alike inane from a business point of view and unfair from a moral. If parcel post is to be successful it must (1) be run, as any great business would be run, profitably or, at any rate, without loss, and (2) so that it treats the big tradesman and the small quite equally. At present parcel post in the United States does neither of these things, and on the contrary is doing those very things which would be condemned in any body of men conducting a large commercial enterprise. Government to-day should be business. The present operation of parcel post in the United States is folly on a large scale. That it is Government folly does not excuse it.

## EDITORIAL BRIEFS

MENTAL STAGNATION means business death.

\* \* \*

EAGERNESS TO learn is the surest guarantee of success.

\* \* \*

NAPOLEON SAID: "Get your principles right. The rest is a matter of detail."

\* \* \*

HINDSIGHT sometimes excels foresight in constructive value.



# Has Readjustment in Steel Started?

*Although Prices Generally Continue Firm, There is a Feeling That Price Readjustments May Start Within a Few Months—Enormous Profits Have Been Made—Preparing for the Future*

THESE is a noticeable lull in activity in steel lines whilst the industry catches its breath as it were and takes account of itself. There is a very definite feeling that present prices represent the crest of the flood: equally there is a large section of well informed steel men who believe that affairs are merely marking time and that a movement in either direction is possible. A movement in some direction is looked upon by all as certain. It is consistently maintained that a maintenance of present prices in view of the constantly changing stock of trade is utterly impossible.

Generally speaking though it is better that prices have been abnormal in other ways than on a basis of intrinsic value. Buyers have been so willing to pay any price asked, so as to secure delivery in special cases that holders of stocks inclined to make the range of values thus established the basis of a value governing all sales and as a whole have met with but slight opposition. Although a continuance of the war is not regarded as absolutely necessary to a maintenance of present prices on account of the general oversold condition that exists it is felt that if the war continues there is little likelihood of serious declines.

So the feature of the present market is a purely negative one that it has come to almost a full stop and is marked by a curious hesitancy that contents itself with observing the market the while its busies itself with executing the piled up orders. To come down to details; wire products have kept up well and there is a good business passing in them; there is a good export enquiring for bars. Pipe over 2½ in. in size is very hard to get as a rule, although plumbers enquiries are confined largely to sizes between ½ in. and 4 in. This last is possibly the chief feature of the milling end of the situation and exists because of the fact that there is more money in milling large sized plates today than skelp, the mill name for the strips which are made into pipe so that most of the largest makers are working on the small sizes from ½ in. to 2½ in. only and buyers are forced to go elsewhere—frequently to the States for the larger sizes with the inevitable result that orders for other sizes and other lines follow this enforced shifting of

trade so that new channels are being scoured, new relations established and old ones dropped even amongst the largest interests.

Curious causes and tendencies are noted. The manufacturer is limited in his sales now-a-days only by the extent of available material at hand and these being limited, inclined to put up his prices; the steel maker whose limit of sales is limited only by the capacity of his mill on the other hand sometimes inclines to hold prices down so that between the two there is often a lack of co-operation in this respect. The mills as a whole are not anxious to be sold up ahead and are discouraging heavy buying owing to the fact that their contracts are usually dependent upon the vagaries of a number of interdependent contracts held in quarters over which the mills have no control. Thus some one individual of the many whose hands an average contract passes through, in its various stages may get in a tight corner and by falling down on his part of the contract dislocate it all along the line. Production is so overtaxed that duplication in such emergencies is no

longer possible as it used to be.

To-day the mill buyer must specify his material from four to six months ahead and if orders are taken against material not yet in hand and his customer cancels, the mill is in an awkward position, if it is not released from its obligation to buy the material originally intended for this order. The holder of this material might equally be in the grip of circumstances in that same one from whom he had ordered an essential part of his requirements has refused to cancel hence he is forced in self protection to adapt the same attitude.

The present scale of the market depends primarily upon a basic rule of all markets: to buy on an advancing one and to lay off on a decline—to realize big profits on cheaply bought stocks on the one hand and to avoid being caught on a low market, with high priced goods on the other. Enormous profits were made in steel lines by holders throughout the tremendous advances of the past year. Now they seek to avoid holding the other end of the stick.

## Uneasiness Over Shellac Supplies

SOME uneasiness has been aroused in the United States over the partial embargo which has been placed by the British authorities on shipments of all lac (except lac dye) from Calcutta. The uneasiness has resulted in an increased demand for future, and has caused an advance of 2 cents per pound in spot market prices since the regulations imposed by the British authorities have gone into effect.

An understanding has been reached between the United States Shellac Association and the British Consul-General whereby firms vouched for by the association can, upon signing a contract, obtain shipments of lac from abroad consigned to the Consul-General. The object is to prevent supplies from reaching countries at war with Great Britain.

All orders placed prior to June 15 are to be allowed to pass. While there is a degree of uncertainty as to the availability of future supplies, there is not likely to be a shortage unless it is found necessary to place an absolute embargo

on all shipments. There is a possibility that prices will be further advanced. It has been stated if an absolute embargo came into force there would be a shortage of 10,000 cases in the United States in supplies for this year, even though all contracts now existing were filled.

Lac, the substance used in making shellac, a product sold in every hardware store, is produced on the twigs of trees by a small insect. The insects either secrete the lac or produce it by some alteration in the sap of the tree, and envelop themselves in it. Some of the best grades come from Bengal and the Irawadi Valley. The Ganges Valley produces a large quantity, and some is collected in Indo-China and Sumatra. The twigs with the resin still adhering to them is known as stick-lac. The resin broken off is called seed-lac, and after being squeezed through cloth becomes shellac or button-lac, according to how it is allowed to spread out into thin flakes or round drops.



# WHAT OTHER PAPERS SAY

## THE RISE AND FALL OF PRICES.

(From Financial Post.)

The cost of living has advanced twenty-five per cent. in the past twelve months. Nothing gives the economist greater satisfaction than to make such an announcement. It is startling, it is concrete, it hits a man between the eyes so to speak. Mill and Ricardo lacked the magic power to startle the world, from banker to beggar, as does this cold statement of fact. The economist has us in his grip at last. The whole vision of increasing profits and advancing wages is momentarily clouded as we unconsciously ask how far can it go. The cost of living is an intimate fact of every man's experience. It is more intimate than the weather or the color of one's tie.

The fact by itself is of little value except possibly as a momentary brake upon human extravagance. The lady editor of the daily press in her weekly advice to housewives puts the blame on the corner grocer, the politician blames the tariff or the lack of tariff or trust or the railroad or the bank or whatever goat is unpopular in his particular locality. The barber in his chatty way reminds you that the money grubbing landlord is to blame.

We are unanimous in regarding advancing prices as an evil but strangely enough individually we pay very little attention to the whole business. We are appalled for the moment but we go recklessly on our way paying ten dollars for shoes and 38 cents for gasoline and so forth. And the reason is not hard to find. So long as prices are rising, profits are rising and wages are advancing. The demand for goods and the demand for labor is to-day greater than the supply. Every man has a job, so why should we worry. The truth of the matter is that falling prices are more to be feared than rising prices and the real thing to be feared in the present high levels is that a decline must follow.

A great Canadian banker said to the writer recently "The purchasing power of the Canadian public was never greater than to-day. I am certain that fundamental conditions are sound but I am just as certain that a great period of reconstruction is ahead of us which will tax our credit system to the utmost and that reconstruction will have to do with commodity prices primarily. While the cost of living advances we have the artificial appearance of prosperity. When the cost of living begins to fall we will know the truth. It is our duty to prepare for the reconstruction of price levels."

## ANTO ACCESSORIES SELL BEST.

With the great increase in the number of automobiles which are being used for business as well as for pleasure there has naturally also come a heavy increase in the demand for re-

pair parts new appliances and the thousands of articles which are classed as Automobile Accessories.

In the early stages of the automobile the owner secured his repair parts and supplies from the manufacturers. Automobile parts had not been standardized and there was no other way by which he could obtain what he wanted and be certain that when he'd get it, the particular article would fit his machine.

When standardization had taken place and as the automobile became a more common form of business and pleasure vehicle, it was deemed advisable to provide a quicker way for the owner of an automobile to secure such new parts or accessories than to send to the manufacturer for them, and automobile accessories became a "regular" class of merchandise, bought from the manufacturer by wholesalers and retailers and then distributed through these channels to the consumer.

The progressive retail hardware dealer at once saw the opportunity presented to him in this new line of merchandise. He appreciated the fact that here was a wide field — absolutely virgin — by the cultivation of which he could add very considerably to his sales and profits, and so the first automobile accessory departments were established in retail hardware stores. Being conducted along the same progressive policy as characterized the operation of these stores they not only brought other lines of hardware, but the automobile accessory departments proved themselves to be highly efficient in the matter of their own sales and profits.

As time has passed, it has been demonstrated very thoroughly that the retail hardware store is the preferred means of distribution which the automobilist seeks when in need of any new appliances, or repair part, or accessory of any kind for his machine. He has found that by doing business with a regular retail dealer he not only receives quicker service in cases where his order cannot be filled from the retail hardware dealer's stock, but that he can buy his automobile accessories at more reasonable prices in the retail hardware stores than in other places.

## AGAINST INTERLOCKING DIRECTORATES

(From American Metal Market.)

A reform of great magnitude in the method of purchasing railway supplies in the United States promises to be the outgrowth of the application of the so-called anti-interlocking directorates provision of the Clayton Act by the Interstate Commerce Commission. The part of the law which applies to railroads seeks to prevent the high officials of railroads from organizing supply houses to sell sup-

plies to their own roads, and thereby make exorbitant profits in that business. This is an evil which the Commission unearthed in past investigations and the law was designed to prevent its recurrence.

The Act goes into effect on October 15 next, and the Commission has already drafted tentative regulations seeking to put it into effect, as provided by the law. The particular provision relating to the railroads is known as section 10 of the Clayton Act. Only purchases in excess of \$50,000 per year come under the provisions, which stipulates that all purchases of supplies in excess of that amount must be by a system of competitive bidding under regulations promulgated by the Interstate Commerce Commission.

## LIKE OUR CANADIAN FARMERS

(Bache Review.)

Farmers in the United States, since the war, have been the most saving class of all our people. The high prices for their products in the first year of hostilities gave them a long jolt ahead in the wealth-contest, but they had been scared into strictest economy by the shock of the war, and they kept it up when afterwards extra money began to pour in to them. The second year it was just the same. Recently they have been reported as changing front, and the Wall Street Journal started an investigation as to whether they were at last yielding to temptation and becoming extravagant. The mail order houses were questioned on the subject.

One of these said that the rural demand for merchandise and material were about normal, considering the buying power of the farmer, and that their standard of living, as well as of farming, had been advanced. The buying of automobiles, this house said, has continued on such an enormous scale that a trade-student's perspective might easily get twisted. "After all," it stated, "is the automobile a farm asset or a liability?" It depends upon the automobile and the farmer.

"The high price of gasoline has about the same effect in the country as in the cities. Old users of automobiles consider the cost, while new ones do not, at least not the first year or until the novelty wears off.

"Farmers are enjoying many other luxuries these days in their homes."

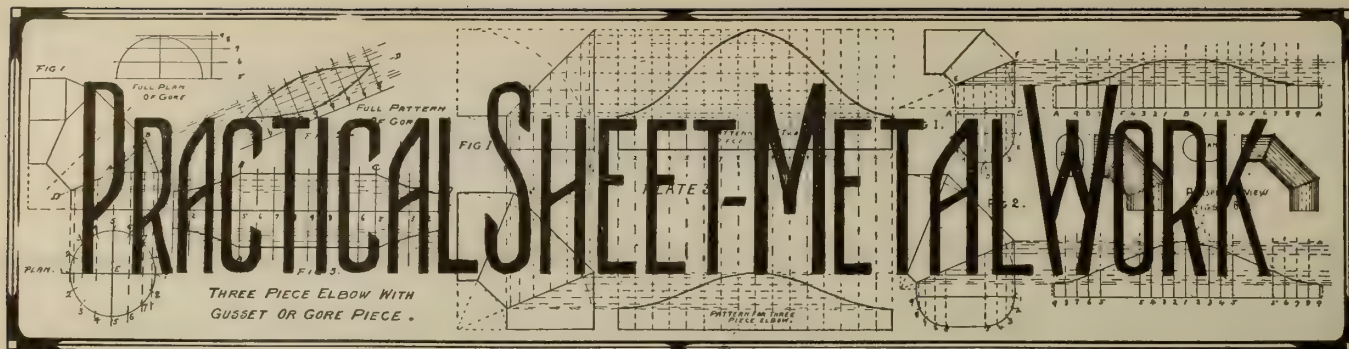
A banker dealing in farm mortgages said that the supply of mortgages was about as usual, but that more people wanted to purchase them. "The automobile trade," he said, "is booming in the grain belts. Farmers make their Fords and other small cars save them more in time than the cost of upkeep and gasoline; or, at least, many do and all should.

"The standard of farm life and of farming is rising, but there is not apparent yet any tendency toward extravagance."

## Send in Photos of Windows and Interiors

Hardware and Metal is always glad to receive photographs or snapshots of window displays, store interiors, departments of stores, new store fronts, modern delivery outfits, stove departments, paint departments, sporting goods departments, motor accessory departments, floats in parades, etc. Readers are invited to send in such photographs and snapshots will be promptly acknowledged. Address all photos to Hardware and Metal, 143-153 University Avenue, Toronto.





BY THOMAS STANFIELD

THE next article for which pattern is to be developed is a little more complicated than any previous article described. It is that of a four-piece elbow with branch pipe taken therefrom.

Such a fitting can often be used to advantage in furnace work, particularly where a rather large pipe is required for a long run, and a small pipe is required for say a bathroom or small sewing room on a floor higher than the one for which the large pipe is needed.

First draw the elevation, Fig. 1, which is that of a four-piece elbow. From this elevation develop the two half plans of elbow and branch, shown at right hand. Next divide the half plan of branch into equal parts 1, 2, 3, 4, 5, 6, 7, and from these points draw four dotted lines intersecting the half plan of elbow. From these latter points, draw a number of lines parallel with I. G. E. C. intersecting lines CD, EF, GH, and IJ.

Next draw a full plan of the branch from the elevation, using a vertical line erected from E as centre, and draw another line at right angles to it as shown by 1, 7. Then divide this plan into twelve equal parts, beginning at point 1 on horizontal line until the whole plan is divided.

From these points draw a number of vertical dotted lines cutting the dotted lines previously drawn on the elbow. An additional line will also be required which must be drawn from a point on the mitre of elbow at A, upward until the plan is again intersected as shown at 3a, 3a.

To develop the pattern for the branch piece K.L. MN. draw first a stretchout line, in line with KL, as shown by line L<sup>1</sup> K<sup>1</sup>, L<sup>1</sup>. Next draw a number of dotted lines from each point of intersection between N, E, M, in Fig. 1 until line M<sup>1</sup> is completed. Then transfer the

measurements shown in plan of branch as follows beginning at L<sup>1</sup>, 1, 2, 3, 3a, 4, 5, 6, 7 and repeat.

From these points draw a number of vertical lines until all the horizontal dotted lines are intersected. Now draw a solid line in form of a curve connecting each of these points until the solid outline L<sup>1</sup>, K<sup>1</sup>, L<sup>1</sup>, N<sup>1</sup>, M<sup>1</sup> N<sup>1</sup> is completed. this will be the pattern of branch piece Fig. 2. No allowance has been provided for seams.

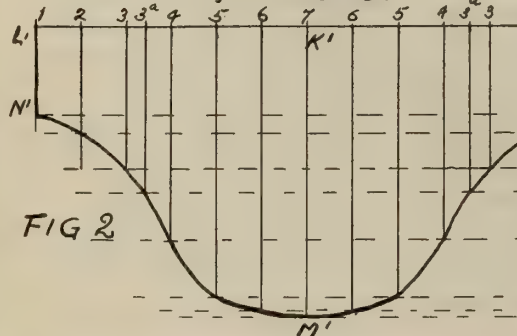
Fig. 3 shows the patterns for hole in heel of the four-piece elbow.

First draw an elevation of the four-piece elbow, though only the two-piece centre pieces are really required. From this elevation draw a plan as well as plan for branch.

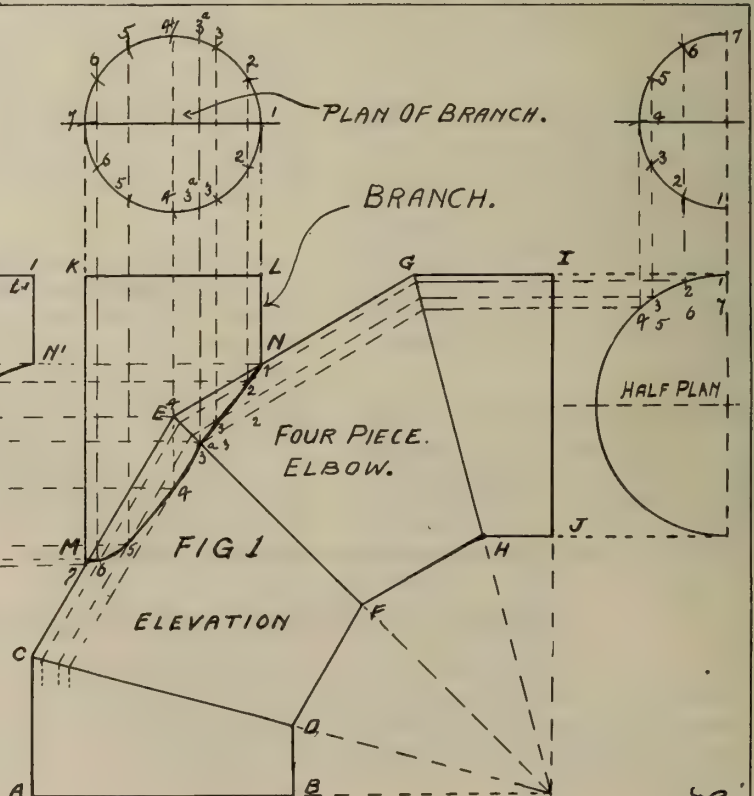
Divide the small plan as was done in Fig. 1, draw a number of dotted lines cutting the plan of elbow as shown 1, 2, 3, 4. Then transfer the measurements 5

## PLATE 18

FULL PATTERN FOR BRANCH  
No Allowance Has Been Made  
for Seams.



SEE DRAWING ON NEXT PAGE  
FOR PATTERNS OF HOLE IN  
THE TWO MITRE PIECES OF  
ELBOW.





## Toronto Hardware Store as it Was 37 Years Ago And as It Is To-day



View showing first store of Samuel Hobbs,  
erected in 1878.



View showing present store of Samuel  
Hobbs, Toronto.

Samuel Hobbs, 1434 Queen Street West, Toronto, is one of the Toronto hardware men who has by virtue of his methods developed a business which is of considerable proportions. Mr. Hobbs commenced business in the section that is now known as Parkdale in 1878, about thirty-seven years ago. The first building that he erected was then very much in the outskirts of the city. It was necessary to clear a second growth of pine trees from the lot when he commenced building operation. Mr. Hobbs erected a modern store block and hardware store fourteen years ago. His was one of the first hardware stores in the city to instal oil pumps in a handy position on the inside of his store. For a number of years he has carried gasoline, in addition to kerosene, raw and boiled oil, turpentine. His oil storage tanks are in the cellar, with the exception of the gasoline tanks, which are underground outside the store.

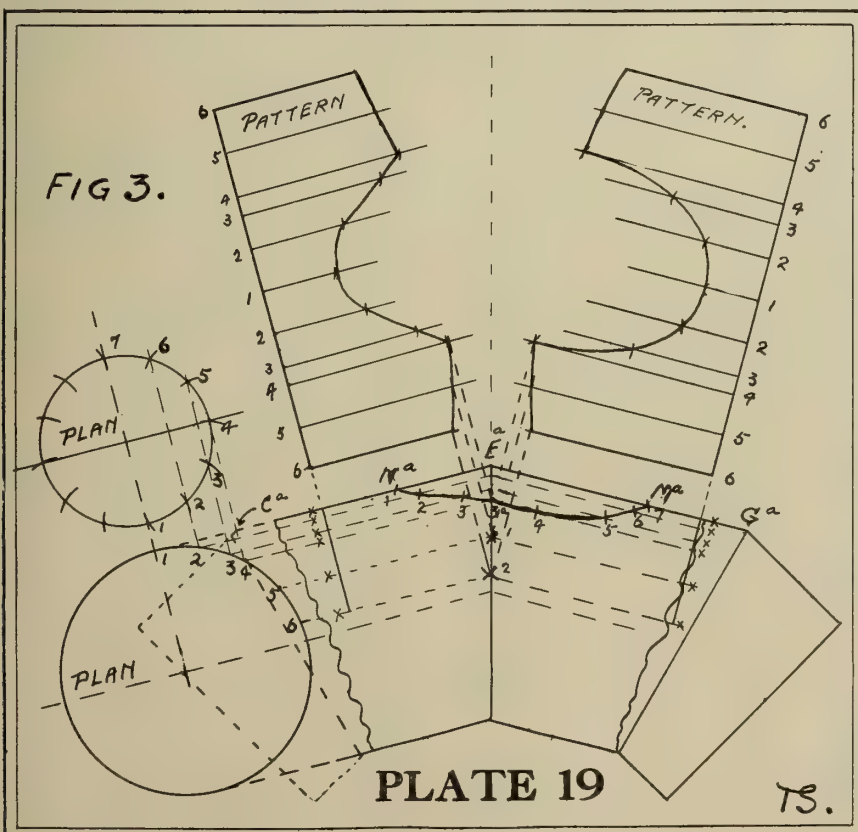
One of the branches of his business to which he has paid considerable attention is the tinshop. Being a tinsmith himself before going into the hardware business Mr. Hobbs naturally retained and developed this phase of his hardware business. His tinshop is quite complete with tools for making and repairing tinware.

and 6 from small to large plane following 1, 2, 3, and 4.

Next draw a number of parallel lines from the large plan, cutting the mitre on elbow, these must be parallel with heel of elbow. Next draw two stretchout lines at right angle with heel of elbow near points  $G^a$ ,  $C^a$ . Now turn to Fig. 1, place the compass at E, on mitre and open up to N, transfer this measurement to Fig. 3 as shown  $E^a$  and  $N^a$  and again to determine point M in Fig. 3. Then transfer the measurements from N, 1, 2, 3,  $3^a$ , 4, 5, 6, 7 M on solid line Fig. 1 to the same position on dotted lines in Fig. 3. Now turn to the stretchout lines Fig. 3, and transfer the measurements described on large plan to each stretchout line as shown beginning at 6 to 1 and 1 to 6, and draw a number of parallel lines as shown. Next extend the stretchout lines cutting the dotted lines marked X.

Place the compass point at each X and open to 1, transferring measurement to point 1 on stretchout, then from X to 2, and so on until all the points between  $N^a$  and  $M^a$  have been used. By connecting these points of intersection, the two half patterns of hole in elbow are completed.

(Continued in next issue.)





# EVENTS IN THE TRADE

## BUSINESS CHANGES

North Vancouver, B.C.—Goldie & Patterson hardware have discontinued.

Neville, Sask.—Ole Arnason, hardware has been succeeded by Prouse & Pather.

## PRESENTATION

The heads of the departments of Goodwin's Ltd., Montreal, recently presented W. H. Goodwin the managing director with a chest of silver table cutlery on the occasion of the 25th anniversary of his wedding.

## ATLANTIC CITY CONVENTION Oct. 17-20

The annual convention of the American Hardware Manufacturers Association and the National Hardware Association will be held at the Marlborough—Blenheim, Atlantic City, N.J., October 17-18-19-20.

## AUSTRALIAN VISITOR

Hugh Scott-Young, manufacturers agent, Penfold House, 116 Queen St., Melbourne, Australia, was a passenger by the R. M. S. Niagara, which arrived at Vancouver, June 29, en route to Eastern Canadian paints. Mr. Scott-Young has been in Canada several times, and represents in Australia a number of Canadian firms. Letters may be addressed to him care of the Canadian Manufacturers' Association.

## PERSONALS

Major T. M. McAvity, of St. John, N.B., has been awarded the Distinguished Conduct Medal.

W. R. Gilmore, Manager of the Canadian Steel Foundries, Welland, Ont., is resigning to become vice-president and general manager of a steel company at Benton Harbor, Mich.

W. H. Horwood has been promoted to the position of sales manager with the Canadian Steel Foundries. F. E. Smith, formerly sales manager, is now general superintendent of the plants at Longue Pointe, Point St. Charles, Montreal, and Welland, Ont.

Elbert H. Gary, Chairman of the United States Steel Corporation, and Mrs. Gary spent a few hours in Toronto Tuesday. They lunched quietly with Colonel and Mrs. J. B. MacLean and left for a tour of the West in Lord Shaughnessy's private car. They will sail from Vancouver by the C.P.R. steamer for China, Japan and Manilla,

returning to New York about October 1st. Judge Gary had nothing to add to what has already appeared regarding the Corporation's development in Canada, but he took a very optimistic view of the steel situation generally, published elsewhere in this issue. He thinks Canada is to be congratulated on the New Governor-General, whom he knows very well and whom he considers an unusually able man.

## DOMINION BOARD TO MEET

The Dominion Board of the Retail Merchants' Association of Canada will hold their annual convention in the Fort Garry Hotel, Winnipeg, on August 8, 9 and 10. Delegates from all the provinces are expected to be in attendance.

## DEATH OF H. A. SHERWIN

Henry Alden Sherwin, one of the founders of The Sherwin-Williams Paint and Varnish Company, passed away on June 26, at his country place near Cleveland, Ohio. Though he had not been in robust health for some years, it was not until the last few weeks when he had been troubled with a few heart attacks that any anxiety was felt concerning his condition.

In the death of Mr. Sherwin, the Paint World losses a man of rare character. His aims and ideals from the time of the foundation of The Sherwin-Williams Co., fifty years ago, were of the highest type and for the greatest good of the company. That they were based on the right principles is demonstrated by the wonderful growth of the organization.

Mr. Sherwin was born in 1842 at Baltimore, Vt. and began his business career at the age of thirteen. In 1860 he came to Cleveland as a clerk and book-keeper in the dry goods business. In July 1866, he left his business to become the founder of the present industry which started under the name of Dunham & Co., and remained so until 1870 when E. P. Williams was taken into the firm and it became Sherwin-Williams & Co.

In 1884 this company was incorporated into The Sherwin-Williams Co.

For the past few years Mr. Sherwin has been Chairman of the Board of Directors of the The Sherwin-Williams Co. Though he was not active in the affairs of the organization, there were many other interests to which Mr. Sherwin devoted his time and thought.

## PRIZE WINNERS ANNOUNCED

Two of the prizes awarded in the window trimming contest conducted by Carpenter-Morton Co., Boston, Mass., were secured by Canadian firms. The contest extended throughout the U.S. and Canada. Eight prizes were offered for the best window displays featuring Campbell's varnish stain. The first prize was a Ford commercial automobile—Seven cash prizes ranging in value from \$10 to \$100 each, were also offered. A special award of \$150 was offered for the biggest percentage of increase in sales of varnish stain during clean-up week, May 1-7 inclusive. There were eight hundred contestants. The first prize was won by a Troy, N. Y. firm. The second prize \$100 in cash was won by Crieper Griffin, Ltd., Owen Sound, Ont. A fifth prize of \$10 was won by John Strang & Son, Ottawa, Ont. The board of three judges applied the three conditions of Originality, Attractiveness and Effectiveness to the exhibits with great thoroughness.

Originality was considered in the light of drawing attention to the display but with the qualifying thought of appropriateness to the goods and advertising matter and the trade-mark, which was considered to be, in every case, a prime element. Originality rates highly in drawing attention.

Attractiveness was considered also with these elements in view, but especially for its value in holding attention and winning the approval of possible purchasers when once caught by the display.

Effectiveness was judged with particular reference to stimulating action in the direction of entering the stores and making enquiry with regard to the goods and carrying the interest aroused through to final purchases.

## EATON CASE HANGING FIRE

The case of the Retail Merchants' Association vs. The T. Eaton Company over alleged misrepresentation of paint sold at 33 cents a quart through the medium of their advertisements in one of the Toronto daily papers has been adjourned on several occasions by the court at the solicitation of the interested parties. On June 28 an adjournment was obtained in order to give both parties an opportunity to secure expert witnesses. In the case of the T. Eaton Company it is understood they propose



bringing a witness from the United States and in the case of the Retail Merchants the testimony of Dr. McGill, chief analyst of the Inland Revenue department at Ottawa, will be secured. The adjournment was taken last week in order to give the plaintiff and defendant an opportunity to find out when the services of their witnesses can be secured. The case was set for July 5 in order that the court may definitely set the day for the hearing of the case. Details regarding the transactions which led up to the case have appeared in Hardware and Metal.

### JUDGE GARY'S VIEWS ON STEEL TRADES.

Judge Elbert H. Gary, Chairman of the United States Steel Corporation spent a few hours in Toronto this week. Speaking of the industrial situation he said:—

"The steel business in the United States for domestic use and for export is better than ever before. The production is larger, the profits are greater and the workmen are receiving higher wages.

"The unfilled orders for the various products of the subsidiary companies of the corporation aggregate near ten million tons, and about six million tons of this total have already been specified for actual delivery. Besides, the present daily bookings are about 80 per cent. of full producing capacity, and would exceed such capacity except for the fact that the accumulated orders and specifications necessarily too long delay deliveries on account of new orders. We are producing at the rate of 51,000 or 52,000 tons per day.

"The earnings for the current quarter will not be made up until the day the figures are given to the public, but it seems apparent they will be in excess of the earnings for the last quarter.

"Discussion of the causes for these results or the duration of these conditions might not be useful at this time. Let us hope that nothing unnecessary will be done or anything necessary be left undone to interfere with the great business prosperity the country is now enjoying.

"There have been some labor troubles in localities, and others are threatened. I hope and believe the atmosphere in this respect will soon be cleared, for there is little, if any, real ground for complaint on the part of employers or employees. The men connected with our companies generally seem to be contented. We have striven to deserve their confidence.

"To employers of labor I would say: 'Treat your men right; treat them justly and liberally.' To employees I would say: 'Loyal, efficient service is sure to be rewarded. Do not permit outsiders to influence you to act contrary to your own interests.' To both employer and em-

ployees I would emphasize the fact that each must rely upon the other for success; neither is independent of the other; they succeed or fail together."

## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

**741. Razors.**—A firm in Omsk, Russia, would like to receive quotations from Canadian firms manufacturing cheap razors.

**742. Agency.**—An agent in Glasgow desires to be placed in touch with Canadian manufacturers who are prepared to open business relations in Scotland. Quotations must be c.i.f. Great Britain and on British currency.

**\*744. Birch planks and birch logs.**—A Glasgow firm wishes to get in touch with first-class manufacturers of birch planks and birch logs, with a view to developing trade when freights become normal.

**\*745. Canadian birch logs.**—A Glasgow firm wishes to enter into correspondence with direct Canadian shippers.

**\*746. Pacific Coast clear silver spruce and Douglas fir.**—A Glasgow firm heretofore importing from Oregon and Washington wishes to enter into correspondence with first-class British Columbia shippers.

**\*747. Paper boxes, boxboard, cardboard, printing paper.**—A Glasgow firm is prepared to take the representation of Canadian exporting firms and energetically push business. Good references.

**748. Annealed steel baling wire.**—No. 14 by 9-foot lengths; 10 to 15 tons. A Glasgow firm would like to receive quotations immediately, c.i.f.

**\*751. Paper.**—A Birmingham firm is open to purchase the following papers:—

No. 1. Kraft Brown. Size 20 by 26 and 16 by 26, substance of 20 by 30, 22 pounds. 480 sheets flat.

No. 2. Cream Wove Bank. 16½ by 21, 11 pounds, and 18 by 23, 13 pounds. 480 sheets flat.

No. 3. Thin Bank. 16½ by 21 and 22 by 36.

No. 4. Blue Boards. Six sheets. 22½ by 30½. About 200 and 400 gross.

No. 5. Imitation grease-proof. 20 by 30, 18-19 pounds.

Samples are on file at the Department of Trade and Commerce, Ottawa.

**753. White spruce and box shooks.**—An Adelaide (Australia) firm of importers and manufacturers is desirous of receiving quotations for 500 standards of white spruce suitable for box making, in sizes 12 by 6 inches and lengths of 8 feet and upwards, but not exceeding 18 feet. Delivery about March, 1917. Quotations are also desired for shooks for some 20,000 cases to measure as follows: Two pieces, 14 by 8½ by 11-16 inches; eight pieces, 19¾ by 4 9-16 by 5-16 inches; one piece, 19¾ by 9 by 5-16 inches.

And 10,000 cases to measure: Two sides, 23½ by 7¾ by 5-16 inches; four bottoms, 23½ by 5¾ full and 5-16 inches; two ends, 11 by 7¾ by ¾ inches.

\*Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London. For further information apply to the Department of Trade and Commerce, Ottawa.

### RAILROAD MILK CANS SUBJECT TO STAMPING

An interesting incident in connection with the Milk Can Stamping Act recently occurred in Alberta. The Act apparently provides for the exemption of all cans used for the transportation

of milk by weight. In Alberta all milk is transported by weight. Recently one of the Calgary hardware specialty wholesalers received a visit from the weights and measures inspector with his stamping equipment for the purpose of inspecting and stamping all cans in possession of the company. Objection was taken to this, and the hardware company having heard that the Retail Merchants' Association of Canada had taken the matter up with the Weights and Measures Department at Ottawa, got in touch with the Alberta secretary at Calgary, who was able to have the matter held over pending a ruling from the Department at Ottawa as to whether or not the cans were subject to inspection and stamping. The Edmonton dairy people took the matter up with the Hon. Frank Oliver, M.P., and the Calgary people with R. B. Bennett, M.P., but as far as can be ascertained no reply was forthcoming from either. The Alberta secretary of the R. M. A. C. received telegraphic statements from the Dominion secretary, E. M. Trowern, that the cans were not subject to stamping, but the inspector did not consider these telegrams sufficiently authoritative, and finally the matter was taken up direct with the Chief Inspector, E. O. Way, at Ottawa, and the following ruling was handed down:

1. All new cans (i.e., of railroad type) are subject to stamping.
2. Cans used for the purchase and sale of milk or cream by weight are not subject to re-inspection.
3. Cans at present in use are not subject to inspection except those used as measures of capacity.

This amounts to one inspection of the so-called carrier can for the purpose of keeping all cans of correct gallonage, or to effect uniformity of capacity, and to keep out the imported 33 1-3 quart can that was becoming popular for both milk and cream.

The Dominion Board of the R. M. A. has been endeavoring to effect a change in the law, for reason that, although cans when new may be of the capacity shown when inspected, yet after being dented and battered by a few journeys on the railroad, the capacity would be considerably decreased, and while the stamp does not guarantee the quantity contained in the can, it is an implied guarantee of capacity, and if the cans were filled, the inference would be that that quantity would be there.

### INDUSTRIAL NOTES

The Prescott Emery Wheel Co., of Prescott, Ont., has obtained a new charter and will be known in future as the Prescott Mfg. Co. The Company has taken over premises which will be remodeled and extended for making all kinds of emery wheels by vitrified silicate process.



# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### PRESTO CANOE LAMP

Metal Specialties Mfg. Co., Inc., 730-8 West Monroe Street, Chicago, Ill., offers to the trade the Presto canoe lamp, here illustrated. The lamp has a large nickel-plated reflector, which the makers state is not only an ornament to a canoe, but a useful article for landing purposes, or lighting up the path in front of the canoe, and also for safety purposes. The lamp is made with either a three or four-



*New Design of Canoe Lamp*

inch concave-convex lens, showing a white light ahead, and with two jewels set in the rear of the reflector, the red to the left and the green to the right for signal purposes for canoes approaching from the rear or either side. The lamp is furnished with two feet of wire, with battery terminals on the end of the wire, so that it can be immediately attached to dry cell batteries for lighting purposes. The lamp is also equipped with a three-volt Edi-Swan base bulb, so that it can be run off two ordinary No. 6 dry cells. Further equipment is an Edi-Swan socket switch type, so that the light can be switched on or off by simply turning the rubber knurled switch plug to the right or left. No. 1370 lamp is equipped with three-inch lens and three-volt tungsten bulb, also with red and green jewel complete, without battery. No. 1380 lamp is the same as No. 1370, but equipped with 4-inch lens.

### IMPROVED BIT SHANK

An announcement has been made by the Irwin Auger Bit Co., Wilmington, Ohio, to the effect that shanks on the Irwin bit will hereafter be made by a new process. A patented measuring device has been perfected for fastening to the dies with which the shanks are made. The makers claim that because of the fact that the dies permit little or no

variation all the shanks conform to one standard. Prior to the adoption of the new process the shanks were made by a hammering process, and the squaring of the shank was left to the eye of the operator. The new process, it is claimed, eliminates all possibility of guess work.

The company states that the corners of the four sides of the new shank fit into the angles of the jaws of the brace chuck in such a way that the bit will be held always in correct alignment.



*New Patented Bit Shank*

This is accomplished by the sides of the shank being perfectly square. If there were even a slight variation in one or more sides the bit would be held at an angle and cause an imperfect cut.

It is further stated that if a number of these new bits are placed with the sides of the shanks touching each other they will form a circle, thus proving the accuracy with which the shanks are made.

### REEPS SOLDERING STICK

Reeps Manufacturing Company, 50 Church street, New York, offers to the trade the "Reeps" soldering stick. The stick is a combination of pure pulverized solder and a non-corrosive flux made up in stick form that enables any-

one, it is claimed, to use it without having a previous knowledge of soldering.

It is put up in stick form  $\frac{1}{2}$  x 4 inches, and is said to be especially adaptable for electricians in joining



*Reeps Soldering Stick*

wires, but it can be used for any other purpose where solder is used.

It is ready for immediate use.

The solder is packed in attractive show-case boxes, each box containing twenty-four sticks of solder.

### IMPROVED SHOCK ABSORBER

Richards-Wilcox Canadian Co., London, Ont., announce an improvement on the No. 297 shock absorber for Ford cars. The accompanying cut shows the new offset frame for rear spring. It is claimed that this shock absorber eliminates heavy jolts and jars, and makes the car ride more easily. This device does not alter the position of the con-



*Shock Absorber*

necting parts and does not change the driving or steering mechanism. It has the same rocking motion as the original shackle. The springs are made of special vanadium steel, and are guaranteed for one year. New springs can be supplied at reasonable cost at any time. The shock absorber sells to the consumer at \$5 per set of four.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

Further readjustments have been made in hardware prices during the week and higher prices have gone into effect on certain lines of wire, including oiled and annealed, hay baling, cut hay baling, stove pipe wire, wire bale ties, axes, leather soles, horse bits, hand saws, borax, shellac, paris green. Lead pipe has declined one cent per pound. Ingot metals are still weak and price declines have taken place in quotations on tin, spelter and antimony. Steel business is brisk, but there is an attitude of uncertainty that prevails in mill circles and is beginning to percolate through all branches of dependent trades.

The linseed oil and turpentine situation shows very little change from last week. Some firms with heavy stocks on hand are shading prices to a very considerable extent. White lead in oil is still quoted at last week's prices, but should no further trouble develop in Mexico, it is altogether probable that a decline will take place in the near future. Some jobbers with heavy stocks of lead, bought some time ago at favorable prices, are quoting comparatively low prices to large retail buyers.

The recent warm weather has stimulated the demand for summer hardware. There is a scarcity of lawn mowers. Many American manufacturers now supplying the Canadian trade with cutlery cannot promise deliveries in less than five or six months.

#### MONTREAL

**M**ONTREAL, July 6.—The outstanding feature of the market this week is the more pronounced shortage of supplies in some lines that have been growing scarcer for some time past. Tin plates are particularly scarce as a result of large demand for all sizes and shapes. Steel sheets, plates, tubes, angles are also in demand to an extent that taxes available supplies to their utmost capacity, particularly as quick delivery is required in most cases. Steel business shows most activity, but is hampered by feeling of uncertainty that pervades in regard to future state of market, in addition to the now chronic oversold condition of mills.

Metals continue to decline and without losing undertone of easiness except in case of lead, which is fairly steady, and in case of spelter and antimony, supplies are reported to be in excess of demand. Declines are more general locally than at outside points in sympathy with conditions ruling here.

Advances this week include roofing, rope, carpet sweepers, stove pipe wire, hay wire, and smooth steel wire, and declines in lead pipe and a slight local readjustment in black sheets.

Trade in general is very satisfactory, and the seasonal slackness that usually occurs at this time of the year is notably lacking in general lines.

Heavy goods are particularly brisk,

all kinds of tubes, sheets, etc., going well; but builders' supplies remain dull, although surprising activity is noted in local brick business. Shortage in some lines of general hardware continues, notably in lawn mowers, amongst Canadian manufacturers, and a corresponding lack of demand for hose is noted. Demand for scythes, snaths, mowers and all haying tools is very exceptional, and feeling is very firm, but no advances have occurred.

**Tin Declines.**—Market has declined from 1c to 1½c, and continues weak following reports of a weak and irregular market at London and New York. Feeling is largely based on large spot stocks in New York and supplies coming forward from London and New York. Montreal quotation: 48c-48½c—weak.

**Copper Declines ½c.**—Copper market declined ½c following temporary recovery in New York market noted last week, and a later decline in London. A feature of outside market is the fact that large producers have been keeping out of market, and decline occurred after small holders had unloaded, so that now large holders are evincing some uneasiness. Montreal quotation: 29c-29½c—weaker.

**Spelter Declines 1c.**—Weakness continues to rule spelter market, which is stagnant following 1c decline, and supplies are beginning to greatly exceed demand, causing further weakness. Although prices have been nominal for

some time past, the decline reported from London has had a somewhat disturbing effect on New York market and a sympathetic reflection here. Montreal quotation, 19½c-20c—easy.

**Lead Steady.**—Lead market remains the one metal that maintains any noticeable firmness, although to a limited degree only. A lessening of demand is reported from New York, but so far holders have not offered at reduced prices, although feeling is not quite as firm as during previous week. Montreal quotation, 20½c-21c—steady.

**Antimony Declines.**—Antimony market has declined 2c, and is stagnant, with no buyers at reduced price, and with easy undertone ruling on basis of lack of demand, unless war should extend into next year and create further munition demand. Supplies are reported to be greatly in excess of the dull demand. Decline locally was 5c in sympathy with more pronounced weakness here. Montreal quotation, 25c—easy.

**Aluminum Easy.**—An easier feeling rules in spite of a fairly active market; otherwise conditions as reported last week remain practically unchanged. Montreal quotation, 66c—easier.

**Solder Easier.**—Although no actual declines in solder market are reported, there is a slightly easier feeling evident here for tinsmiths' solder, which is now from 31c to 32c, and 29c to 30c for wiping solder, a movement that is partly dependent upon the increasing easiness in the tin market.

**Sheet Zinc.**—Market remains unchanged from last week, with new prices of 30c for casks and 30½c for part casks fairly well maintained in view of the existing shortage of supplies.

**Iron and Steel Situation.**—Steel business is brisk, but chief development is attitude of uncertainty that prevails in mill circles, and is beginning to gradually percolate through all branches of dependent trade. Feeling is that prices have reached limit of expansion under existing conditions, so that bookings are only made under stress of great necessity, but on the other hand, it is recognized that an advancing market is still possible, and manufacturers are at a loss to know just what to do to cover future requirements.

The oversold condition of market continues in spite of great increase in production for six months' period just ending. Inquiries for wire and wire rods were stimulated temporarily by the Mexican situation, and numerous inquiries are reported for foundry and steel making iron for export. Quotations



on the various lines are shown in current market quotations.

**Tin Plate and Tinned Iron.**—The market continues to be almost bare, and it is practically impossible to replenish stocks. English makers refuse to quote, and American are so filled up with orders they do not want the business, with the result that very little is on this market, and deliveries being made very slowly. Prices are an unknown quantity, and are purely nominal, as buyers will pay anything in reason for delivery. Prices usually quoted are as per current market quotations.

**Sheet Lead.**—Supplies are exceedingly scarce owing to heavy demand made on Canadian manufacturers by chemical and explosive interests, with the result that definite promise of delivery cannot be obtained. Prices are unchanged and as per current market quotations.

**Iron Pipe.**—Pipe prices are unchanged, but a very pronounced shortage is developing in some sizes, notably 2 in. to 4 in. Local pipe mills cannot obtain skelp from U. S. mills, and the U. S. Steel Corporation has advanced price on plates and sheets for the last quarter of this year, and it seems possible that higher prices for pipes will prevail, as skelp is expected to be similarly affected, as it is steel strips. A general shortage of pipe adds to firm feeling that rules market. Prices are as per current quotations.

**Lead Pipe Declined.**—As predicted by Hardware and Metal, lead pipe has declined 1c a lb., and discount on lead traps and bends has changed from 5 per cent. to 10 per cent. in sympathy with the general situation in lead. Lead pipe is now \$13, and lead waste pipe \$14.

**Black Sheets.**—A purely local readjustment has occurred in case of Nos. 14 and 16 black sheets, which are \$4.45 and \$4.50 respectively, while other sizes are unchanged in price and ruling factors generally, and are as per current market quotations.

**Boiler Tubes.**—Supplies are exceedingly scarce, with mills promising shipment in from 12 to 14 months and stocks almost depleted in large warehouse centres. Prices are unchanged, but very firm, and are as per current market quotations.

**In Hardware Lines.**—There have been a few more advances in general lines this week than the previous one, but the aggregate continues to show the effect of the general trend of the market toward a steadier tone than has ruled for some time past. Shortages in some lines of seasonable goods, such as lawn mowers, are the chief feature of the trade, and demand in most lines is reported to be better than usual for time of year. Demand for hose, sprinklers and other watering tools are slack as result of heavy rains, but all haying and grain or grass cutting tools are in extraordinary demand.

**Cotton Wicks.**—Cotton candle wicks have advanced 2c, and are now 29c a lb., with no great amount of trade passing, but occurring in sympathy with the general situation of the cotton market.

**Carpet Sweepers.**—Bissell carpets sweepers advanced \$2 a dozen on July 1, as indicated last week, as a result of rising cost of raw material to manufacturers. Universal jappanned are now \$26, and Universal nickel \$29 per doz. Grand Rapids ball-bearing jappanned is \$28, and nickel \$31 per doz.

**Steel Wire.**—Bright steel wire has advanced 15c, and is now \$4.05 base as result of recent added interest in wire products and in keeping with general steel situation.

**Hay Wire.**—Hay wire in coils has advanced 10c and is now quoted at \$3.90 for No. 13, \$3.95 for No 14; and \$4.05 for No. 15 in. line, with the steady upward trend of wire prices in general.

**Stove Pipe Wire.**—Nos. 18 and 19 stove pipe wire have advanced to \$5.30 and \$5.55 respectively in common with other wire products.

**Single Bit Axes.**—All kinds of single bit axes have advanced 50c a doz. as a result of general steel situation.

**Hand Saws.**—There has been a general advance of 1/2 per cent. on all classes of Disston saws, with a very slight variation from this figure in some cases. This makes the fourth advance in this line of goods since the outbreak of war, and is stated to be due to rising cost of raw material and labor.

**Stove Pipe Dampers.**—Stove pipe dampers, 7 in., have advanced 10 per cent., and are now \$1 a doz., while 6 in. size remains the same. Added cost of manufacture is reported to be at bottom of the advance, as supplies are plentiful.

**Rope.**—Sisal and lath yarn rope have advanced 1c, and are now 14 1/2c per lb. each. Other lines remain unchanged as per current market quotations.

**Roofing.**—One, two and three-ply asphalt roofing has advanced 20c, a roll, and is now offered at \$1.45, \$1.85, and \$2.15 respectively.

## TORONTO

**T**ORONTO, July 6.—The more seasonable weather conditions have had a beneficial effect on trade both in the country and the city, and the outlook continues favorable. Wholesalers report a steady volume of business and a growing scarcity of some lines of hardware. Lawn mowers for instance are practically off the market owing to the unusually heavy demand. Very few cheap alarm clocks can now be obtained owing to the high cost of brass which renders the manufacture of this line of goods almost prohibitive. Summer lines continue in good demand, but deliveries on repeat orders are getting backward, owing to the difficulties which manufacturers are experiencing in keeping production up to normal. All varieties of goods for outdoor sports are in good demand, business in these lines having improved considerably of late. Builders' hardware has been quiet but has recently been in better demand owing to the improvement in the building trade. Further orders for munitions have been assured by the establishing of additional credits for the British Government. The total amount of the new

credit will probably be about \$50,000,000, the exact amount however, will be determined shortly by the Minister of Finance and a committee of the Canadian Bankers' Association. Previous credits have enabled the Imperial Munitions Board to distribute large orders for shells in Canada with the result that over 300 plants are now busy producing munitions. It is estimated that the Imperial Munitions Board is extending approximately twenty-five million dollars a month, which indirectly is of considerable benefit to the hardware trade and the country generally.

**Price Situation.**—The market continues steady with little change of importance to note in the price situation. Although indications do not point to any material advance in general lines of hardware there appears to be little hope of any marked decline in prices, particularly in iron, steel or brass goods. Prices of hardware for delivery in the Spring may possibly advance, in any case will not be cheaper than at present, as manufacturers who are making contracts now for raw materials have of course to pay prevailing high prices. The goods made from these high priced raw materials will be correspondingly high in price. Another factor which must be considered is the high wages now being paid which together with the shortage of labor will tend to advance prices. Hardware composed of iron, steel or brass will be specially affected although these materials do not show signs of advancing any further. The principle change to note this week is an advance in smooth steel wire which has affected wire products and include O & A wire, hay in coils, cut hay baling wire, stove pipe wire, and wire bale ties. Sole leather has made a sharp advance due to the increase in cost of hides and materials used in its manufacture. The situation in Mexico has already affected the sisal market and prices of sisal rope have advanced. Other lines which have advanced include borax, axes, horse bits, and hand saws. The first decline in the hardware market for some time has to be recorded, lead pipe being lower following continued weakness in the pig lead market. Lead sheets have also declined for the same reason.

**Iron and Steel Situation.**—The general situation in the steel market is unchanged and prices have been maintained at last week's levels. The export business continues heavy but domestic demand is easier. An advance in lapwelded boiler tubes is expected in the near future, but prices are unchanged in the meantime. On locomotive and merchant tubes most makers have their output sold for practically the remainder of the year. The wrought iron pipe market is easier, the new demand being lighter. Many mills are filled for four or five months on lapweld sizes, but can make fairly prompt delivery on butt-weld pipe. The skelp situation is unchanged, the mills having their output sold up over the next three or four months. Prices of wire rods are a shade easier but smooth steel wire has



advanced 15c and is now quoted at \$4.05 per 100 pounds. Cold rolled shafting is easier but unchanged and deliveries are extending into three or four months.

In the United States market there is evidence that the export business is sustaining prices as the domestic demand has decreased. New enquiries from Europe for Bessemer pig iron, steel billets and shell steel are in large volume while the export demand for steel bars is also heavy. The grave situation between the United States and Mexico is affecting the steel trade because of the possibility of early Government buying of steel products and munitions. Prices of some products are easier although the market generally is firm. Plates have declined to 3.25c Pittsburgh, but steel bars are unchanged at 2.50c and shapes at 2.50c Pittsburgh. Wire rods have declined \$5 and are now being quoted at \$50 to \$60 per ton Pittsburgh.

**Metal Markets.**—The downward tendency in prices of practically all metals except aluminum is the principal feature of the week, while the demand for most metals continue light, there is evidence that prices are gradually working down to a more normal level. Production and consumption are now more evenly balanced and a falling off in demand will thus tend to lower prices. The position of copper is rather different from the other metals owing to the enormous war consumption and it is hardly likely that prices will decline in the same proportion on lead, spelter or antimony. After the war the industrial demand for copper will be so heavy that the possibility of any pronounced decline in prices for many months seems remote.

**Copper Quiet.**—The market is firmer in London but weak and dull in New York. Further price concessions have been made by second hands to attract buyers, but producers continue to hold firm. The visible supply of copper continues to decrease and it is quite possible that the Allies will be in the market for good sized tonnages in the near future. In view of the fact that producers are sold up for three or four months ahead, there appears to be little possibility of any marked decline in prices. Local quotations are unchanged and nominal at 29½c per pound.

**Tin Weak.**—The market is weaker and unsettled due to lack of interest on the part of consumers and a big increase in stocks. It is believed in some quarters that tin is cheap when compared with other metals and that the market will recover in due course. Local quotations are lower and nominal at 44c per pound.

**Spelter Weak.**—Quotations continue to decline and the whole spelter situation is unsatisfactory. Producers are lowering quotations in an effort to interest consumers but little buying has developed. Spelter has declined 1c locally and is now quoted at 14c per pound.

**Lead.**—The market is steady and unchanged with the Trust quoting 7c New York. The situation in the New York market is uncertain and indications

point to a decline in prices unless the export demand is renewed. Lead is unchanged locally at 9c per pound.

**Antimony.**—Sellers are slowly reducing prices to get what little business is offering with the result that the market is weaker with prices lower. The local market is dull and easier at 25c per pound, quotations being entirely nominal.

**Aluminum.**—The situation is unchanged but the market is stronger and quotations higher at 66c per pound.

**Solders.**—Although tin has declined, prices of solders have been maintained at last week's levels. Prevailing prices are given in the current market quotations.

**Old Materials.**—The market for old materials continues weak and dull. Quotations however are unchanged although declines are looked for in lead, zinc and brass scrap. Prices are shown in current quotations.

**Black and Galvanized Sheets.**—The sheet market is strong but quiet, and quotations are unchanged. Blue annealed sheets are in good demand and prices have an upward tendency. Advancing costs of sheet bars and labor are expected to have a stiffening influence in all grades of sheets. The continued decline in spelter has improved the situation in the galvanizing trade but prices of galvanized sheets are unchanged locally although the market is easier in the States.

**Boiler Tubes.**—The market continues firm at unchanged prices. While most consumers are covered over the remainder of the year there is an active new demand in the primary markets for export. On locomotive and merchant tubes most makers have their output sold for practically the remainder of the year. Prevailing prices are given in the current market quotations.

**Wrought Iron Pipe.**—The situation is unchanged but the market is a little easier. The new demand is lighter but the mills are sold up for four or five months on many lap-weld sizes. There is no change in the skelp situation, consumers are covered for some time ahead and the mills have their output sold up for three or four months. Prices of standard butt-weld and lap-weld pipe are given in the current market quotations.

**Advance in Wire Products.**—Makers of smooth steel wire have announced an advance of 15c which brings the base price to \$4.05 per 100 lbs. for No. 0 to 9 gauge. This advance has affected a number of wire products, details of which are given below.

**Stove Pipe Wire Advance.**—The new prices for stove pipe wire are No. 18, \$5.30 and No. 19, \$5.55 per 100 lbs., being an advance of 15c per 100 lbs.

**Hay Wire Also.**—An advance of 10c only has been made on hay wire in coils which make the new prices as follows, No. 12, \$3.90; No. 14, \$3.95 and No. 15, \$4.05 per 100 lbs.

**Wire Bale Ties Affected.**—The advance in smooth steel wire has affected single loop wire bale ties which have

advanced 15 cents. The new prices are for No. 12, \$4.35; No. 13, \$4.45; No. 13½, \$4.50; No. 14, \$4.60; No. 15, \$4.85 and No. 16, \$5.05 per 100 lbs.

**O and A Wire Also Up.**—Prices of O and A wire have also advanced 15c and are as follows: No. 10, \$4.21; No. 11, \$4.27 and No. 12, \$4.35 per 100 lbs.

**Cut Hay Baling Wire Advance.**—Prices of cut hay baling wire have also advanced 15c and are as follows: No. 9, \$3.90; No. 10, \$3.95; No. 11, \$4.05; No. 12 and 13, \$4.15; No. 13½, \$4.25; No. 14, \$4.40 and No. 15, \$4.65.

**Lead Pipe Declines.**—The weakness which has characterized lead pipe for the past two or three weeks has resulted in a decline of 1c per pound. The reason for the weakness is the light demand for lead pipe and decline in the pig lead market. The new prices are lead pipe \$13 and waste pipe \$14 while the new discount on traps and bends is 10 per cent.

**Lead Sheets Also Lower.**—The weakness in the pig lead market has also affected lead sheets which have declined 1c per lb., and are now quoted as follows. Sheets 3 lbs. sq. ft., \$12.00; 3½ lbs. sq. ft., \$11.75 and 4 to 6 lbs., sq. ft., \$11.50 per 100 lbs. Cut sheets ½c per lb. and cut sheets to size 1c per lb. extra.

**Axes Advance.**—Owing to the continued high prices of steel, makers of axes have made a further advance of 50 per dozen. New prices are given in the current market quotations.

**Sole Leather Higher.**—Makers of sole leather have advanced the prices of tap soles and top lifts 25 per cent. The reason for this advance is the continued increase in the cost of hides, materials and labor, etc. It has been stated that tanning materials alone are about 400 per cent. higher in price than prior to the war. The big demand for leather has also tended to make the market very firm and a further advance is probable.

**Hand Saws Advance.**—Canadian makers of hand saws have announced a further advance of 10 per cent. due to the continued high price of steel and other raw materials.

**Borax Advances.**—There is no improvement in the borax situation, supplies being very scarce and difficult to obtain. One producing combination in the United States has to supply practically the entire market owing to supplies from Europe being cut off.

**Wire Nails Easier.**—The wire nail market is somewhat easier but prices are unchanged in the meantime. The export demand for wire rods continues heavy but quotations are being shaded in the U.S. market and now range from \$50 to \$60 per ton Pittsburgh. Wire nails are quoted at \$3.70 per keg base, and cut nails at \$3.40 per keg base.

**Sisal Rope Higher.**—The effect of the unsettled conditions in Mexico is already being felt locally, and as a result of restrictions on shipments of sisal fibre from Yucatan, prices of sisal rope have been advanced 1c per pound. Sisal rope



is now quoted at 14½ per pound. As regards other fibres the situation is unchanged. Prices generally are very firm and are given in the current market quotations.

### LONDON

**L**ONDON, July 4.—Business continues good in London and surrounding districts. Warm weather goods are in good demand and both city and farm trade leave no room for complaint. The price changes are few this week.

**Linseed Oil Weak.**—Linseed oil price has remained unchanged for nearly a week. Demand is light. Quotations as follows:

	Raw.	Boiled.
1 to 2 barrels ....	72c	75c per gal.
3 to 5 barrels ....	71c	74c per gal.
6 to 9 barrels ....	70c	73c per gal.

**Turpentine.**—There is fair demand for turpentine with prices locally holding firm. Quotations are as follows:

1 barrel lots .....	60c per Imp. gal.
2 to 4 barrel lots ....	59c per Imp. gal.
5 gal.....	67c per Imp. gal.

**White Lead Unsettled.**—There is no change in quotations on white lead. The demand is fair and stocks are still heavy. Pure white lead in oil is quoted ton lots, \$13.95 per 100 lbs., and in less than ton lots \$14.25 per 100 lbs. Owing to heavy stocks carried by some jobbers it is stated a feeling of uneasiness exists in certain quarters and price cutting has resulted.

**Putty Is Firm.**—There is just a seasonable sale for putty at present. The market is firm. Quotations are as follows:

Standard in 100 lb. drums, \$3.00 per 100 lbs.; Standard in 25 lb. drums \$3.10 per 100 lbs.; Pure in 100 lb. drums, \$3.70 per 100 lbs.; Pure in 25 lb. drums, \$3.80 per 100 lbs.

**Glass Sales Not Heavy.**—The glass market remains firm. The sale of glass at present is not very heavy. Orders given are for small quantities. Quotations are as follows: Single diamond, 30 per cent.; Double diamond, 30 per cent.; Cut lights, 50 per cent.

**Bigger Rope Demand.**—There has been an increased demand for rope during the past week. The stocks begin to need sorting on account of hay fork rope trade. There are changes in price: Pure Manila, 22½ lb. basis; British Manila, 18c lb. African Hemp 18c lb.; Sisal, 13½ lb.; Cotton 3-16, 28c lb.; Cotton ¼ and larger, 27c lb.

**Harvest Tools in Good Demand.**—There is a good demand for many lines of harvest tools at present. The higher price has not effected the sale of this line. Hand cultivators, hay forks, scythes, snaths, etc., are among the best selling lines at present. Harvest tools are quoted at 40 per cent. and snaths at 30 per cent. off list.

**Wiss Shears Advance.** An advance of 5 per cent. has gone into effect recently on Wiss shears.

**Lawn Mowers Still Scarce.**—There is still a scarcity of lawn mowers although it is possible to get a few lines at present. At least enough are offered for sale to supply the new slackened demand.

**Lawn Hose Demand Improving.**—The dry weather has brought joy to the hearts of merchants with heavy lawn hose stocks. With each day of dry weather the demand for this line is improving. Quotations are as follows: Competition, 70 and 10 per cent off list; Cable, 70 per cent. off list; Leader, 60 and 10 per cent. off list; Corrugated, ½ in. 11c ft. net; Corrugated, ¾ in., 14½c ft. net; Corrugated, 1 in., 19c ft. net.

These latter three sizes are 5 per cent. less in full reels of 500 feet.

Brass hose nozzles as quoted at: Canadian Gem, ½ in. and ¾ in. \$4.00 doz.; Genuine Gem, ½ in. and ¾ in., \$5.75 doz.;

Brass hose couplings ½ in. \$1.20 doz., ¾ in. \$1.35 doz., 1 in., \$2.00 doz.

Galvanized hose clamps, ½ in., 27c doz.; ¾ in., 27c doz., 1 in., 45c doz.

**Demand for Wire Nails Good.**—The market on wire nails is firm. The demand is seasonably good. The base price quoted is \$3.70 per 100 lbs. Cut nails are quoted at \$3.40 base per 100 lbs.

**Apple Parers Advance.**—Hudson apple parers are quoted for fall at \$7.75 doz. This is an advance of \$1.50 doz. on last year's price.

**Annealed Wire Advances.**—Oiled and annealed wire has advanced 15 cents. The new base price is \$4.05 per 100 lbs. Net prices are quoted as follows: No. 10, \$4.21 per 100 lbs.; No. 11, \$4.27 per 100 lbs.; No. 12, \$4.35 per 100 lbs.

Stove Pipe wire net prices are quoted at No. 18, \$5.30 per 100 lbs. No. 19, \$5.55 per 100 lbs.

**Seasonable Lines.**—Poultry netting, 1 in. and 2 in. mesh, 25 per cent off list.

**Painted Screen Wire,** 100 ft. rolls, \$2.25 per 100 sq. ft.; 50 ft. rolls, \$2.30 per 100 sq. ft.

**Bronze Screen Wire,** full rolls, \$12.00 per 100 sq. ft.; Less than full rolls, 13c per sq. ft.

**Spades and Shovels,** 1sts 40 and 12½ per cent. off list; 2nds, 40 and 5 per cent. off list; 4ths, 30 per cent. off list.

### WINNIPEG

**W**INNIPEG, July 6.—Prospects for the month of July are very bright, as the weather seems to have settled, and with the sun shining brightly, crop conditions look unusually promising. There has been so much moisture during the month of June that in some localities it would be possible to do without further rain until the crop is harvested. The various reports from the Western provinces indicate that the growth so far has been very substantial, and the roots of all grains very sturdy.

This is indeed a very pleasant outlook, for with another good crop financial conditions throughout the West will be comparatively easy.

**Iron Pipe Lower.**—We were able last week to include a memorandum advising that a reduction had been made in the price of wrought iron pipe and linseed oil.

With regard to wrought iron pipe, this line had reached an unusually high level, but no definite indication of why this reduction has been made has been published. There is no doubt that retailers and also jobbers would welcome a still further reduction, but it would be hardly safe to make any predictions in that regard. To-day's prices are given below: Wrought Iron Pipe (per 100 ft.)—Black—¾, \$3.78; ½, \$4.60; ¾, \$5.60; 1, \$8.20; 1¼, \$10.90; 1½, \$15; 2, \$17.50. Galvanized—¾, \$6.55; ½, \$7; ¾, \$9.15; 1, \$12.50; 1¼, \$16; 1½, \$20.40; 2, \$27.40.

**Linseed Oil Lower.**—The linseed oil market has enjoyed a period of activity which is quite common to this commodity. After reaching a very high level a few weeks ago, the price has started to drop, and further reductions will be noted by the prices given herewith: Raw linseed oil, 95c gal., in single barrels; boiled linseed oil, 98c gallon.

**Boiler Tubes.**—Boiler tubes, on which a change was noted last week, have come in for a reduction in price. The prices in force are: Boiler Tubes (per ft.)—1½, 24c; 1¾, 22c; 2, 17c; 2½, 23c; 3, 28c; 3½, 35c; 4, 40c; 4½, 46c.

**Other Advances.**—We mentioned last week that cotton rope had also advanced, and the new price is now 30c per lb. Cotton clothes lines have also advanced, and to-day's prices for the 48 ft. are \$1.60 per dozen and 60 ft. \$2 per dozen.

The manufacturers of carpet sweepers have felt obliged to increase the price on their line, and quotations now being made on the "Grand Rapids," Japan finish, are \$2.50; while the nickel-plated are selling at \$2.80 each.

Two other lines which we might mention the price on are candlewick packing of 33c per lb., and asbestos wick packing, 50c per lb.



### ADDING AUTO ACCESSORIES

The Jas. Walker Haw Co., of 252 St. James St. one of the largest and most progressive firms in Montreal is preparing to open up an auto accessory department which will contain a complete line of accessories of every description.

The stock will be on hand by Aug. 1st, and the dept. will be in charge of Stanton Latham formerly of John Mil-lens & Sons, a wholesale and retail business will be carried on and it is stated that the stock will be largely added to in time for the spring trade. A most complete catalogue will be out by Jan. 1st.



## Labor Important in Glass Prices

*Negotiations Which Will Take Place Between Blowers and Manufacturers Before Fires Are Started in September Will Determine Largely Whether Price Will Advance*

**"PERSONALLY** I am inclined to think that the price of glass may be slightly higher this fall than it has been in the past," stated J. W. Hobbs, managing director of the Consolidated Plate Glass Company, to a Hardware and Metal representative. "However, there can be no very accurate forecast of the situation. The summer months are for the most part a period of inactivity in the glass trade. The hand-blowing of glass is suspended altogether during the summer months, while the machine blowing branch of the trade is operated only to about one-third capacity.

"There has been a big demand for glass products from the mills in the United States, largely because the Belgium source of supply has been shut off. There has been a big demand in the United States for industrial purposes, building and such like. In Canada the demand has not been as heavy as in other years, owing to the quite general cessation of building activities. There has consequently been a heavy demand on the glass manufacture in Pennsylvania."

### **Most of Glass Manufactured in Pennsylvania**

Nearly all of the glass manufacturers of the United States are located in the State of Pennsylvania. The proximity of natural gas wells, which permits the use of cheap heating arrangements, has accounted largely for the concentration of the industry in that State. There is one glass factory in Canada, located at Thorold, Ont., which is a branch of an English firm. In England this latter concern has the bulk of the glass trade, as they are the only manufacturers of commercial glass in that country. There is one other manufacturer of glass in Birmingham, Eng., whose activities are confined entirely to the manufacture of glass for scientific purposes—lenses for transits, telescopes, eye glasses, and other goods of a similar nature.

Glass is composed for the most part of sand and soda ash or limestone. It is subjected to a great heat, between 3,000 and 4,000 degrees Fahrenheit, and brought to the liquid state. From this condition it is either blown into shape by blowers who use lung power, or by mechanical means, in which case the air is pumped into the great bottle-like structure by hydraulic apparatus.

### **Work Only Nine Months in Year**

Owing to the great heat around a glass plant the blowers find it impossible to work at their trade during the warm summer months. In consequence practically all of the glass-blowing plants

are shut down. The fires in the great furnaces are allowed to go out in May, and are not started again until around September 1. It is, therefore, necessary to turn out the year's supply of glass in nine months. Plants operated by the mechanical blowers, however, continue to operate throughout the summer months on about a third of their capacity.

### **Negotiate Labor Price in Fall**

Before the glass blowers start their operations in the fall they meet with the employers and present their wage scale for the glass-blowing year. The terms usually cover the time from "fire to fire." In other words, from September to May. Glass operatives are highly organized into a strong union, and are able pretty much to name their labor price. Glass blowers are scarce. Furthermore, it takes a long time to develop an expert glass blower, and men of exceptionally good physique are required to stand the work. Wages for glass blowers are around \$75 per week. Glass cutters also get an equally good wage. The nature of the occupation of the glass blower tends to shorten his life, and for this reason helps keep the supply of available blowers down to the minimum. In the past many of the glass blowers of the United States came from Belgium. In June and July preceding the war they returned to Belgium to spend their summer there, and most of them have not returned to the United States. They have either joined the Belgian armies or have been kept in the country after its occupation by the Germans.

### **Depends on Labor Cost**

Since the cost of manufacturing glass is largely one of the labor cost, it will be seen that the bearing of the negotiations between the blowers and the manufacturers has a most important bearing on the price of glass. The sand or silica which enters largely in the glass is a comparatively cheap commodity. Gas is also cheap as a fuel when secured from the natural gas wells. Limestone is a comparatively cheap article. The labor cost at \$75 per week is, therefore, the big consideration in determining the price of the manufactured product. This will be arranged some time before the operators start to work in September.

### **Price of Glass Has Advanced**

The price of glass has been going steadily upward for over a year past. In June of 1915 star or single thickness glass sold for \$6.50 for the sizes which came in the break 26 inches and under. Double diamond at the same date sold

at \$8.60 for the same sizes. There was a corresponding increase for the larger sizes.

At the present time single thickness or star is being sold at \$7.80, while the double diamond is quoted at \$11.90 for the break, 26 inches and under.



## **POLITICAL PATRONAGE SYSTEM DENOUNCED**

(Continued from page 28.)

"3. That the Governments be asked to take all necessary steps to compel registration and provide penalties for non-observance, and that a reasonable fee of, say, \$5.00 be charged for registration."

"4. That the amendment apply to all existing as well as to future partnerships."

### **Other Matters Discussed**

The National Council strongly advocated the passage of a federal daylight saving law. The council also approved the appointment of fire marshals in each province, and is ready to support the Canadian Forestry Association in their conservation efforts.



## **TORONTO HARDWAREMEN GET TOGETHER**

(Continued from page 27.)

East Enders put up a game tug and it was not until the West End men had completely deluged their anchor man with their own combined weight that it was fully demonstrated that the tug was to the West.

A popular feature of the entertainment was the checks distributed by the hosts which entitled the holders to a five-cent draft of refreshment. These were handed out in goodly numbers. Discretion was exercised by the holders in their use and the events were able to proceed with all due speed. They had the effect of making the contestants step a little high perhaps, but their steps were strong and steady and they finished the races in scheduled time. Five minutes was the outside limit placed on the 50-yard dash. Contestants who did not make the distance in that time were struck from the list.

The committee in charge of the affair was composed of Messrs. Manley of the Rochester Lamp Company; Vernon of the Rice-Lewis & Sons Company; Francis of the Sheet Metal Products Company; O'Grady of the McClary Manufacturing Company; Booth, of Sanderson, Percy & Co. A very tasty lunch was served and eatables were supplied in bountiful quantities. The affair was so completely successful that plans are under way for a larger one of the kind to be held at some nearby lake resort. Good fellowship prevailed among the merchants and it was even suggested that a permanent association of Toronto hardwaremen might be a logical outcome of this first good-and-welfare meet.



# WEEKLY PAINT DEPARTMENT

## Keeping Up With Rising Costs

*How Progressive Merchant Keeps Up With Rising Costs—Special Method of Showing Paint Brushes—Keeping Stock at Right Level*

Extracts from an article by C. W. Pockrandt in "System."

**M**Y cost of doing business last year was less than fifteen per cent. of my net sales. In this day of rising costs it is unusual to find a retail store doing a good business in a city the size of Akron, Ohio, on so low a basis.

This being the case, I think it may prove interesting to other merchants to read about some of my methods—particularly those methods that I have found specially helpful in keeping down expenses and boosting sales. I am glad to tell just what I am doing here; for, frankly, I realize that the way I have gotten some of my very best ideas has been in reading of the experiences of other successful merchants, and then figuring out how I could make their methods work for me.

### **A Demonstration That You Can Often Use the Other Fellow's Ideas**

Mine is a paint store. But you would be surprised to know how often I have borrowed ideas originated by grocers, or furniture dealers, or even manufacturers, and turned them into money across my counters. I am convinced a good many others besides paint dealers will be able to use some of my plans.

My methods fall roughly into three general divisions. I will list these divisions and then I will take them up in detail one after the other.

In the first place, I want to tell about my methods of stock-keeping and buying, and the general policy that has guided me in arranging the interior of my store to best advantage.

Next, I want to explain some of the special records I keep for my guidance, and show how they have helped me control stocks and expenses.

Finally, I will describe certain methods of selling that have been extremely helpful to me.

To start, then, with my stock-keeping methods. I suppose I have a natural passion for neatness and order. But even if that were not the case, I believe I should have made an effort to cultivate the habit of being neat and orderly; for it pays.

When things are all in a jumble, it is hard to tell where you are "at." Wastes creep into a business very quickly, I have found, when dirt gathers in the corners and dust settles on the goods.

So I make it a point to have my store spick and span every day in the year. We are swept and scrubbed and dusted every morning. I conscientiously try to have my store impress customers with its cleanliness, for I believe it puts them in a better frame of mind for buying.

My stock is arranged on the shelves with this same idea of creating a neat appearance; but also with the further idea of making it easy to sell by having the fastest-moving goods close at hand.

I had my shelves built specially to accommodate my plan of keeping stock. You will see that the heaviest packages—the square gallon containers—are clear at the top. Below them are the square half-gallon containers, and still lower are the square quart and pint containers. Below the square containers come, in order, the round pint, quart, half-gallon, and gallon containers, the last being on the shelves nearest the floor.

This arrangement leaves the small containers within easy reach. At retail they are the best selling sizes, and should therefore be easy to get at.

Aside from making it easy to sell, this arrangement of shelves enables me to have an automatic perpetual inventory. My shelves always present an unbroken front of cans. As soon as I sell one container from the shelves. I move another up from behind so that the space is occupied. The shelves, I should have mentioned, are deep, so that they accommodate several rows of cans, one behind the other.

### **How the Stock is Always Kept at the Right Level**

Every evening at closing time one of my salesmen takes a pencil and pad and runs along the shelves. In each bin he notes how many of the containers have been removed during the day. With his list completed, he goes to the basement and secures enough additional containers

of the kinds sold to bring the number on the shelves up to normal. The reserve stock in the basement is arranged on exactly the same plan as that upstairs.

I have figured out pretty carefully the average stock I wish to have on hand, and my shelves are planned so they carry—when full—just about the minimum that I need. In case the salesman who is filling in the stock at night finds there is not a big enough reserve in the basement to fill the shelves in some lines, he reports the shortage to me and I know it is time to place an order. This automatically prevents the annoying possibility of finding that I am just out of something a customer wants. "Outs," in fact, are very rare indeed.

Another thing I should mention is that always, in filling the empty spaces, I have the new stock placed back of the cans already there. Thus, cans that have been on the shelves longest are in front, and they are sold first. This does away with any chance of having goods get old on my hands. The cans move in the order that they are received from the factory.

With reference to buying, there are one or two points I want to make. I have been a practical painter myself and I know what painters like and the difficulties they often experience in meeting the exact wants of their customers.

This knowledge has been a great advantage to me. It has particularly helped me in buying—for I aim to select a stock that is good all the way through.

Before I go on to the second general method that has contributed to my success—my plan of records—I want to describe how I keep my stock of brushes. For them I have had boxes specially built from my own designs. These boxes are shown in the front of my store, in the picture on this page. There are different sized boxes for different sized brushes, and the ones that we sell most of are handiest to get at. Each box is numbered. I will explain the reason for this in detail later, when I come to explain my selling methods.

The boxes are a great help in keeping the stock neat, clean and orderly. They are systematically arranged, too, so it is simple to run through them from time to time and check up on any line that is getting low and therefore calls for the placing of an order.

Now I come to my records. I shall not have much to say about them, because on



## Paint Business Protection

Guard your good name—make it stand for confidence in your community—the confidence of your customers makes them stick to you.

## The Jamieson Line of Paints and Varnishes

has established its absolute dependability. It has never disappointed those who have pinned their faith in it.

You may not be selling this line. If this be the case, write us, asking us what is our proposition, and why our paints and varnishes are superior.

**R. C. JAMIESON & CO., Limited, MONTREAL, CANADA**

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

# MOORE'S

## House Colors



## Put Yourself in Your Customers' Shoes

If you bought some goods for your own use and they failed to give you the best of satisfaction, would you buy them again?

We think not. You would at least see what another store had to offer before ever thinking of going back.

Make sure of giving the utmost satisfaction to your paint customers by selling

## Moore's House Colors

The unexcelled paint value. Our agents everywhere are highly pleased with the results produced by the Moore Line.

Why not open a way to a material increase in your sales by giving Moore value a try-out?

Let us put full details re our agency proposition before you now. Write.

**MADE IN TORONTO, CAN.**

**Benjamin Moore & Company  
LIMITED**

**WEST TORONTO**

*If interested, tear out this page and keep with letters to be answered.*



the whole they are not unusual. It is interesting to note, however, that about three years ago, when I moved to my present store, I had a thorough and somewhat detailed system installed. I wanted to start right.

Frankly, I did not understand the system that was put in for me, but I supposed it must be a dandy because there were so many fine-looking books. A bookkeeper came with the system. He left me after a couple of months, and I hired a girl who had some training in bookkeeping and stenography. It took us two weeks to make head and tail of the snarl of figures that first bookkeeper left.

So I sat down and thought the whole thing through. I knew what facts I wanted to get from my books, and I knew what transactions I had to record to get hold of those facts. I worked out a few books of my own. Perhaps they would not satisfy an expert; but at least they tell me what I want to know, and they are not so complicated but that I can open any one of them and understand what I am reading.

#### **This Plan for Storing Stock Helps the Sales Along**

brushes altogether from sample. In the picture of the brush display you will see how I handle this. The brushes are grouped according to lines, and one sample of every kind I sell is mounted on a thin board. These boards lie on shelves in the display case, and when a customer wants to see a certain line I bring out the board. He selects the brush that suits his needs. Each brush has a tag on which are price and stock figures. The price figure tells the customer how much he will have to pay for the brush, and the stock number tells me which box on the shelves contains a supply of that particular brush. No brush is ever unfastened from the board and sold.

This plan of selling from samples enables me quite often to sell a higher priced brush than I would otherwise sell. It makes it easy for the customer to compare values. A fifteen-cent brush may look so much better than a ten-cent brush that the customer will see the difference at once and take it.

I think you will agree with me that the usual method of handling customers for brushes in paint stores is something like this. The customer says:

"I want to see a ten-cent brush."

The merchant brings out two or three ten-cent brushes which he happens to have, and if the customer finds one that suits him he buys it. Otherwise, he may think the merchants's stock is poor. Perhaps he even refuses to buy and goes to a competitor.

According to my plan, the customer sees side by side, probably, a five-cent, a ten-cent, a fifteen-cent, a twenty-five-cent and possibly a fifty-cent brush. I have

found that when goods are represented in this way, very often the man who asks for a ten-cent brush finds that what he really wants is a fifteen or twenty-cent brush. He sells himself, by comparing values.

I carry this same general method of using samples on into the sale of stains and varnishes.

#### **A Good Way to Show a Stock Which is Difficult to Display**

So much for the special selling methods I use inside the store. My advertising is largely devoted to building up in the minds of Akron people the fact that mine is the paint store. I have taken certain definite steps to give my store a personality. It seems natural, for instance, to think of bright colors when you think of a paint store. So I have adopted a color scheme of yellow and black which I carry out everywhere I can.

My store front, for example, is a bright spot of yellow in a row of rather dingy red brick buildings. Inside the store the woodwork—shelves, cases, and the like—are painted a flat black. This color brings out very attractively the yellow labels on the goods. Our delivery car is yellow, as are also our stationery and appropriate supplies. I feature my trade mark very prominently in all my newspaper advertising, on my delivery car, and on yellow and black stickers which go wherever our material goes.

Each spring I have a big opening day, at which I give away yellow flowers of some sort to all the women who call at the store, and yellow pencils or some other useful trinkets to the men. On some of these opening days my store has been so full that there has been an overflow outside on the pavement. The first year I was in business here I had ten thousand visitors.

I find that window displays are quite effective in selling goods for me. In devising window displays, I always try to work out something that will give the customer some helpful information which he will remember.

For example, I had some stovepipe enamel on hand which I had not been able to get rid of as fast as I wished. I worked up a very simple window display. It consisted of two pieces of rusty stovepipe, a brush and a dish with some of the enamel in it. Half of each piece of pipe had been enameled, so it looked like new, and the other half in each case had not. A sign in the window simply stated: "Before and after."

I sold ninety-six cans of the stovepipe enamel in a single day. Some other displays that I have worked out have been equally successful.

There is a lot more I could tell about my store if I had plenty of time and space, for I am enthusiastic about it.

But I think perhaps I have said enough to give an idea of my methods. Just let me sum up in a few words the various points I have tried to make.

#### **A Summary of the Plans Which Have Made Good**

In the first place, I believe it is worth while for any merchant to take pains to see that his store is always kept in the very neatest and most ship-shape condition possible. Customers like to come to a clean store. It looks business-like, and it usually is business-like. For, if you keep dirt out of the corners of your store, you are pretty likely to exercise the same care and keep losses from creeping into your books. I believe, too, that any merchant will find his stock turning a good deal faster if he arranges it on his shelves in such a way that he knows exactly what he has on hand, and forces himself to judge his buying needs accordingly.

Again, I believe that every merchant needs to keep a set of very accurate records, as he will know exactly where he is "at." My experience has been that his records need not be elaborate, provided they are accurate. They must tell the "what" and the "why" in a way he can understand.

Finally, I believe that nearly every merchant will find, if he pays strict attention to his business, that he can save a great deal of his own time and the time of his clerks—and consequently he will be in a position to make more sales—if he will study the problem carefully. Possibly he will find he can use samples in somewhat the same way I have. As a matter of fact, I have long been convinced that a good many merchants in various lines can use samples to advantage, even though the product they sell may be a good deal out of line with paints. The chief benefit is the time you save in making the sale, of course, but there are other advantages, too—such as keeping your stock neater, and the like.

Another policy—the importance of always watching for the new and better way, so as to keep out of ruts. It seems it is easy for almost any business man to get into a rut if he is not constantly watching himself.



#### **WEEKLY PAINT MARKETS**

(Continued from page 46.)

to obtain, and the scarcity will naturally affect putty. The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks .....	\$2.80
Bulk, in 100-lb. drums .....	3.00
Bulk, in 25-lb. drums .....	3.10
Bladders, in barrels .....	3.40
Pure putty, 70c per 100 lbs. advance.	



## Ladders for Fruit Picking

**H**OW is Stock? The demand is already here—Cherries, Plums, Pears, Peaches, Apples will be in before you know. Ladders are selling. Cash in on the present and near-at-hand demand. Not necessary to overstock, but have enough on hand—two or three or more of the popular styles, and wire or phone for more when you see you need more.

The ladder illustrated is one that sells everywhere. An Extension ladder. Made in a variety of lengths—20, 24, 26, 28, 30, 32, 36 and 40 feet. Average weight, 2 lbs. to the foot.

This is an extremely useful type of ladder, and is very strong, yet light. Made of British Columbia fir.

### Rock Elm Rungs

and malleable iron castings, and reinforced with wire cable let into groove on back of ladder. This ladder is suitable for fruit-picking and general use.

### Ladders! Ladders!

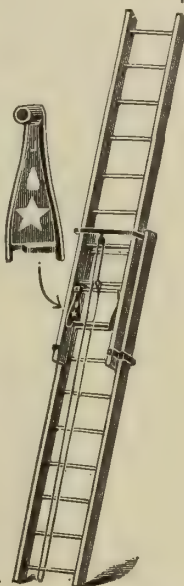
We have ladders of all types—for painters, window cleaners, builders, the home; trestles; scaffold swings, and many other articles made of wood; clothes horses, wash boards, bake boards, skirt boards, ironing boards (folding), saw horses, lawn settees, etc., etc.

Write for Complete Catalogue and Price List

## McFarlane

### Ladder Works

158-160 River St., TORONTO



## Here's Some More Profits for You!

FRANCO Flashlights are a mighty profitable line everywhere. They look well in the showcase and sell easily—the demand is big.



## FLASHLIGHTS

are definitely guaranteed to give your customers worth-while service and satisfaction. Prices are very reasonable, too.

There's a lot of dandy advertising matter—circulars, counter stands, window displays, lantern slides, etc., which help materially.

WRITE FOR CATALOGUE AND PRICES.

## Interstate Electric Novelty Co. of Canada, Limited

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition



**T**HE right varnish to push is one with the best record for quality and uniformity.

Any varnish can be sold once, but a permanent and profitable varnish trade can only be established on brands with an earned reputation for dependability.

Berry Brothers' label has been favorably known for over 60 years. It has won the confidence of all discriminating varnish buyers who know that "if it's Berry's it's right."

This record is a valuable asset for the varnish dealer.

You can build up a bigger varnish business by making a leader of Berry Brothers' line.

**LUXEBERRY WHITE ENAMEL**—whitest white, stays white. Makes permanent snow white finish in either gloss or dull effects.

**LIQUID GRANITE**—floor varnish. Makes smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

**LUXEBERRY WOOD FINISH**—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealers' proposition.

## BERRY BROTHERS

INCORPORATED  
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(341)

If interested, tear out this page and keep with letters to be answered.



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, July 6.—Reports received from the retail trade would indicate that, in spite of the unfavorable weather which has acted as a check to outside painting, that sales for this season are quite satisfactory, and in many cases are said to be ahead of last year. Manufacturers report that their sales are well up to what was expected, and the sorting orders which are being received are a good indication of the manner in which retail stocks are being disposed of at the present time. With the approach of warm weather, the paint business begins to show some signs of slacking up. Some dealers are still ordering in fair quantities, but the volume is not so great. Most ordering now being done is by mail, as a good many travellers are on vacation.

The situation in oil and turpentine shows no change from last week—prices seem to vary a cent or two, one way or the other from day to day, but at the time of writing they are the same as a week ago. White lead has strengthened considerably in the past few days. In the primary markets, pig lead has advanced, but this has not yet been reflected in white lead. A large quantity of lead comes from Mexico, and so long as conditions there are in their present state, the lead market will be very unsettled. In the case of war being declared with the United States, which at present is unlikely, prices would stiffen considerably.

**Linseed Oil Unchanged.**—Quotations on oil show no change from a week ago. Jobbers' prices still vary to some extent, but the market may be said to be quiet, with a small demand. The unchanged quotations from last week are as follows:

	Raw.	Boiled.
1 to 2 barrels ....	73c-75c	76c-80c
3 to 5 barrels ....	72c-74c	75c-79c
6 to 9 barrels ....	71c-73c	74c-78c

**Lead is Unsettled.**—A good deal of interest seems to be centred in the lead market at the present time, though it would be hard to find anyone willing to predict the future. The tense situation on the Mexican-American border has caused a distinct feeling of strength, and pig lead a few days ago showed an advance. Any further developments of a disturbing nature are sure to make prices advance, and, of course, the reverse would be the case in the event of a settlement being arrived at.

White lead is still selling at \$13.80 in ton lots, while pure lead in oil in smaller lots comes 30 cents higher.

**Turpentine Down.**—The market for turpentine continues weak, and quota-

tions are again lower. Some jobbers have not reduced prices, but one quotation shows a drop of 4 cents from the lowest quotation of last week. The range is as follows: Single barrels, 60c-65c per Imperial gallon; 5 barrels, 58c-63c per Imperial gallon.

**Gasoline Unchanged.**—The market here is unchanged; the demand is large and stocks low. Last week's quotation remains at 29½c, 30c and 33c.

**Paris Green.**—There is a great scarcity of Paris green at the present time, and supplies are almost at the vanishing point. Munro's Paris green has advanced 4c per pound, and the new prices are as follows:

	Per lb.
600-lb. bbls. ....	43¾c
250-lb. kegs ....	43c
100-lb. drums ....	44c
50-lb. drums ....	44c
25-lb. drums ....	44½c
1-lb. packages 100's ....	46¾c
1-lb. tins, 100's ....	47¾c
½-lb. 100's ....	48¾c

## TORONTO

**T**ORONTO, Ont., July 6.—The retail trade in the city has improved recently owing to better weather conditions, but the season is too well advanced to look for any increase in the volume of business in ready-mixed paints. The demand from manufacturers however continues good, and indications point to steady demand for a considerable time. Business in the country districts is quiet, as the farmers have had to defer their painting operations, being too busy on the land. Prices generally are holding firm, with the exception of white lead, which has weaker tendency. An advance in putty is not unlikely in the near future owing to the high cost of whiting. Shellac has advanced on account of an increase in cost of gums, caused partly by high ocean freight rates. The glass situation is unchanged, and prices are very firm.

**Linseed Oil.**—The market is if anything somewhat firmer, although the general situation remains unchanged. The demand for linseed oil continues light, but an improvement is looked for any time now. The flax seed situation is about the same, but prices are a little higher. The range of prices is practically the same as last week, only 3c between the high and low levels. The following prices are being quoted for linseed oil in Toronto:

	Raw.	Boiled.
1-2 barrels ....	70c-73c	73c-76c
3-5 barrels ....	69c-72c	72c-75c
6-9 barrels ....	68c-71c	71c-74c

**Turpentine Steady.**—The market is steady and the situation unchanged, although the demand has improved slightly. Reports from the South show little change in the situation, but the market has a firmer tone. Resin is a little firmer, with a continued good demand, particularly for the cheaper grades. The following prices are being quoted for turpentine in Toronto: 1-barrel lots, 60c; 2 to 4-barrel lots, 58c; and 5-gallon lots, 68c per Imperial gallon.

**Advance in Shellac.**—The situation in the shellac market is unsettled on account of the embargo which has been placed on shipments by the British Government on gums from India. Declarations have to be made as to the destination of shipments to prevent supplies from reaching enemy countries. While there is some scarcity of gum, it is not causing any serious inconvenience in the trade, although prices are high, due partly to high ocean freight rates, and also on account of the scarcity. The high cost of gums, of course, affects shellacs, which have advanced. No improvement can be expected in the situation while the war lasts, and although there is the possibility of a further advance in prices, it is not expected that the scarcity will become acute. The new prices are as follows: Finest orange gum, 35c, and bone-dried white gum, 46c per pound. Pure white shellac is quoted at \$2.40, and pure orange shellac at \$2.15 per gallon.

**White Lead Easier.**—Although prices are unchanged, there is an easier tone to the market, due to the decline in pig lead, which has unsettled the situation. White lead in oil is quoted at \$3.95 per 100 lbs. in ton lots.

**Gasoline Steady.**—The situation is unchanged, and prices on crude oil and products are being held steadily at established quotations. Prospects of a change in either direction seem remote. The movement in gasoline continues heavy, and quotations are firm at 32c per gallon. Benzine is also steady at 31½c per gallon.

**Glass.**—It is fully expected that the manufacturers of sheet glass will advance prices, but when action will be taken is not known. The possibility of this advance is, however, tending to keep prices firm locally, notwithstanding the light demand. Prices are given in the current paint market quotations.

**Putty Firm.**—Reports of a possible advance in prices of putty have been heard, based on the high cost of whiting. This material is becoming more difficult

(Continued on page 44.)



# VARNISH FAILURES

are as costly to the Dealer as to the Home Owner.

Where the latter loses the value of the materials, as well as the cost of the labor, the other loses business prestige and, ultimately, profit.

More things can go wrong with Varnish than with almost any other Paint product and this fact makes careful selection of stock the prime factor in successful Varnish selling.

Handling our *Maritime Spar Varnish* is your best safeguard. The Varnish that is made to meet the most exacting requirements.

We make Sales for you with our specially prepared advertising features for this **quality product**.

**BRANDRAM - HENDERSON** LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg



# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 61  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15—2½% off; Arrow, 20%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 per M. net; C. F. 32 STW., \$8.25 per M. net; C. F., 38, STW., \$10.45 net.

"Dominion" B.B. Caps, 35—10%; C. B. Caps, 35—2½%; 22 short, black, 35—2½%; 22 short smokeless, 40—10%; 22 long, black, 35—2½%; 22 long smokeless, 35—2½%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance, 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20—10%; 22 short, smokeless, 37½%; 22 long black and Lesmok, 20—10%; 22 short, smokeless, 22—10%; 22 long, rifle, black, 15%; Other R. F. ball, 15%; R. F. Shot, 20—10%; Pistol and Rifle Shot, 25%; Military and Rifle Ball, adv., 10%; tary and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 27½%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—Sin., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 8 50  
Hand made, doz. .... 8 50  
Model, doz. .... 8 75  
Black Diamond, doz. .... 9 25  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25  
Double bit ..... 11 00  
Hunters' Axes ..... 5 50  
"Boys" Axes ..... 6 25  
Bench Axes, Samson  
No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb. Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c. Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound. Hoyt Metal Co. —Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

Belting (Leather.) B.B. Caps, 25.55 M. net; C. B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20—10%; 22 short, smokeless, 37½%; 22 long black and Lesmok, 20—10%; 22 short, smokeless, 22—10%; 22 long, rifle, black, 15%; Other R. F. ball, 15%; R. F. Shot, 20—10%; Pistol and Rifle Shot, 25%; Military and Rifle Ball, adv., 10%; tary and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

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Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

See weekly report.

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See weekly report.

Tubing, seamless base ..... 0 55  
Tubing, iron pipe size, 1 in. base ..... 0 50  
Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

No. 1—18 in. x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. .... 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.  
Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc  
Per doz. ....

Pony ..... \$1 75  
Crown ..... 3 55  
Dandy ..... 3 75  
Improved Globe ..... 2 65  
Standard Globe ..... 2 75  
Neptune ..... 2 75  
Original Globe ..... 3 00  
Newmarket King ..... 4 25  
Victor (Glass) ..... 4 25  
Jubilee ..... 4 25  
Diam'd King (Glass) ..... 4 50  
Western King (Enamel) ..... 4 25  
Beaver, brass ..... 6 00  
Wood, double faced. .... 1 25  
Subject to small discounts for quantities.

Brushes  
Weighted, 15 lbs., per doz. .... 16 13  
Weighted, 20 lbs., per doz. .... 18 50  
Weighted, 25 lbs., per doz. .... 22 32

Butts  
No. 804, 50, 12½%; No. 840, 50, 5%; No. 800, 40%; No. 838, 45%; No. 802, 50%; No. 808, 45%; No. 810 and 814, 35%.

Cans  
Milk factory cans, 15%.  
Cream cans, 20%.  
Railway cans, 20, 5%.  
"Good delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.  
Common, cork-lined, 3%.

Cement and Firebrick  
Less than carload lots ..... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto. .... 1 50  
White Bros, English. .... 2 00  
"Lafarge" cement, in wood ..... 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00  
Fire brick, English ..... 17 00  
Fire brick, Mm., low 23 00  
Fire clay, 2½-lb. tins, doz. .... 1 25

Cement (Furnace)  
1½ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz. .... 0 05  
25 lb. tins, per doz. .... 0 04

Cement, Roofing Pergal.  
Roofing cement (in bbls.) ..... 0 29  
Cement (in 5 and 10 gals.) ..... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

Chalk  
Carpenter, per gross. .... 0 65  
Carpenters' lead pen-cils, per gross ..... 2 40  
Crayons, per gross ..... 0 20  
Carpenter, white, gr. .... 0 65  
Carpenter, blue, gr. .... 0 80  
Carpenter, red, gr. .... 0 80

Chisels  
Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50

Common cold, ½, \$1.25; ¾, \$1.65; 1, \$2.50; 1½, \$2.75; 2, \$3.50. Socket Chisels, 75% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.  
Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; 1, \$6.95; 1½, \$6.95; 2, \$6.80; 2½, \$6.70; 3, \$6.55; 4, \$6.40.

Electric Weld Coil Chain—BB  
2-16 in., \$11.45; ¼ in., \$8.15; 5-16 in., \$6.65; ¾ in., \$5.60; 7-16 in., \$5.60; 1, \$5.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$13.50 per 100 lbs.

Steel Jack, 15% net.  
Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

Copper Montreal Toronto  
Casting ingot, see weekly report  
Bars, ½ to 2 in. .... 47 50  
Plain sheets, 14 oz. .... 46 00  
14x28 in., 14x60 in. .... 46 00  
Copper sheet, tinned, 14x60, 14 oz. .... 55 00  
Copper sheet, planished, 14x60 base ..... 58 00  
Braziers' in sheets, 6x4 base ..... 47 50  
Copperine No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

Cord (Sash)  
No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 ..... 0 33½

Coal Tar  
Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

Curry Combs  
Discount, 25% off list.

Crates  
Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

Canada Plates Montreal  
Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30  
Galvanized Apollo Crown Gorbals  
18x24x52 .. 6 25 6 25 6 50  
60 .. 6 50 6 50 6 75  
20x28x47 .. 6 75 6 75 7 00  
20x28x44 .. 13 50 13 50 14 00

Charcoal Tin Plates  
M.L.S. and Famous—Per box  
IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25  
Raven and Murex Grades—  
IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00  
"Allaway's Best" Standard Quality.  
IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

Charcoal Terne Plates  
Dean or I G Grade—  
I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

Cokes, Bright  
Bessemer Steel—  
10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

Clocks, Alarm  
Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

Crowbars, 4 to 4½c per lb.

Drills  
Bit Stock Drills, 50%.  
Wood Drills, 20%.  
Straight Shank Drills, 45%.



MADE IN CANADA


**3 SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE**
**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG


**RAMSAY'S**

Superior Quality

**SHINGLE  
STAINS**


**We Say,** "Superior Quality," because Ramsay's Shingle Stains are the result of 75 years' experience in obtaining the best possible pigments and materials. They have been tested in actual use in various climates and have always been found uniformly satisfactory—unequalled for wearing quality and preservation of color.

**"By Actual Test—  
Ramsay's Stands Best"**

Mr. Dealer: Write us for full particulars regarding our complete lines of RAMSAY'S Paints, Stains, Varnishes, Water Colors, etc., etc. The line that kills "DISAPPOINTMENT" introduces SATISFACTION and makes every user of RAMSAY PAINTS happy.

**A. Ramsay & Son, Co.**

Established 1842

TORONTO

MONTREAL

VANCOUVER

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —  
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base....	7 00	7 00
1 X, 14 x 20 base....	8 25	8 25
1 X X, 14 x 20 base 9 50		9 50

FILES AND RASPS. Per cent.		
Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand.....	60	10
McClellan Globe.....	65	10
Black Diamond.....	55	
Delta Files.....	60	10
Nicholson.....	55	
Globe.....	65	10
Vulcan Brand.....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL. Doz.	
Hollow and pressed steel...	0 75
Solid.....	1 20
Special Stall Fixture, 40%.	

**FRAMED MIRRORS. Doz.**

Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

**GASOLINE. Montreal.**

Barrels.....	0 33
Drums.....	0 30
Tank wagon.....	0 29½

Any quantity, in bbls.....	32
Drums, 40-gal., per gal....	32
Tank wagon.....	28½

GRINDSTONES. Per 100 lbs.	
Over 40 lbs. and 2 in. thick 1 45	
Smaller sizes extra.	

**HALTERS (SNAP AND RING)**

Doz.	
Russet rope shank, 1 in. \$ 7 75	
Russet rope shank, 1¼ in. 9 25	
Black rope shank, 1 in. 8 00	
Black rope shank, 1¼ in. 9 40	
Hand sewn, no shank, 1 in. 11 50	
Hand sewn, no shank, 1¼ in. 13 00	
Hand sewn, with shank, 1 in. 14 75	
Hand sewn, with shank, 1¼ in. 16 25	

**HALTERS (SISAL)**

7-16 in., \$13.50; ½-in., \$16.50;	
¾-in., \$21.	

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt..	8 85
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs. ....	0 13½

**HANDLES (WOOD)**

Net	
Axe, No. 3 culls, doz. ....	0 82
Axe, No. 1 hickory, doz. ....	2 04
Axe, 2nd growth, doz. ....	3 00
Second growth ash, fork and shovel handles, 35 per cent.	
Extra ash fork, hoe, rake and shovel handles, 35 per cent.	

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent. democrat whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and Navy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hooks and peavies, 25 per cent.

Maple cant hooks and peavies, 35 per cent.

Doubletrees, 25 per cent.

Extra quality, 40 per cent.

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special,	
Zenith.....	9 00
Atlas, steel covered....	\$5 25
Perfect, No. 1.....	6 50

Perfect, No. 1½.....	9 50
Perfect, No. 2.....	10 00
New Milo, flexible, doz.....	6 50
Steel King Hangers, doz. sets.....	6 40
Storm King and safety hangers, doz.....	6 50
Storm King rail.....	4 70
Crown.....	4 85
Crescent.....	7 25
Sovereign.....	6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.).....	\$ 3 25
Steel track, 1¼ in.....	4 75

HATCHETS. Samson Samson		
Per doz.	Shingle	Claw
No. 1.....	7 20	8 25
No. 2.....	7 80	8 50

**HINGES, TEE AND STRAP**

Net Prices.		
Heavy	Strap	Tee
4-inch.....	\$1 48	\$1 24
5-inch.....	1 70	1 55
6-inch.....	1 94	1 75
8-inch.....	2 64	1 98
10-inch.....	4 65	3 57
12-inch.....	5 78	5 63
14-inch.....	6 59	5 74

Net price figured at 22½%.

Light.		
3 in., doz. prs. ....	0 43	0 43
4 in., doz. prs. ....	0 51	0 47
5 in., doz. prs. ....	0 60	0 55
6 in., doz. prs. ....	0 72	0 64
8 in., doz. prs. ....	1 06	0 76
10 in., doz. prs. ....	1 49	1 02
12 in., doz. prs. ....	2 55	1 91
14 in., doz. prs. ....		2 34

Heavy tee and strap discount, 22½%.

Light tee and strap discount, 27½%.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs....	5 50
Over 14 in., per 100 lbs....	4 90
Larger.....	4 60

Extra hooks for above, ¾ in., per lb. .... 7

Extra hooks for above, ¾ in., per lb. .... 6½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross No. 5, \$18.00; No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3¼-lb., \$4.55 doz.

HOOKS, CORN.

Cyclone, doz. ....	2 40
Hoes, corn, doz. ....	4 73

HOOKS, GRASS. English Canadian Fox

No. 2, per doz. ....	2 15	3 60
No. 3, per doz. ....	2 25	4 10
No. 4, per doz. ....	2 35	4 60
No. 5, per doz. ....	2 55	

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp" No. 1 and smaller, \$1.75. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. ....	0 11
Corrugated, ¾ in., ft. ....	0 14½
Less 5% for full reels, 500 ft. Cable, 70%.	
Leader, 60, 10%.	

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

Montreal Toronto		
Angles.....base 2 50		3 50
Common bar, per 100 lbs. ....	3 00	3 00
Refined iron, per 100 lbs. ....	3 05	3 25
Horseshoe iron, per 100 lbs. ....	3 45	3 00
Norway iron.....	7 25	6 00
Mild steel.....	3 30	3 25
Band steel.....	3 30	3 50
Sleigh shoe steel....	3 30	2 25
Domestic.....	3 30	3 25
Ree led machinery steel.....	4 50	4 50
Tire steel.....	3 50	3 50
Toe calk steel.....	4 20	4 25
Mining tool steel, per lb. ....	0 11½	6 10
Cammell Laird, lb. ....	0 18	
Sheet, cast steel, lb. ....	0 20	0 20
Black Diamond tool steel, per lb. ....	0 12	0 11
Silver tool steel, lb. ....	0 17½	0 18½
Spring steel.....	4 60	4 50

**COLD ROLLED SHAFTING.**

7-16 to 9-16 in. ....	0 06
¾ to 1-16.....	0 05¾
¾ to 1 7-16.....	0 05¾
2 to 3.....	0 05
List, plus 50%.	

**IRON, TINNED.**

72x30 up to 24 gauge, case lots.....	14 25
72x30, 26 gauge, case lots.....	14 75
Less than case, 25c per 100 lbs. extra.	

**IRONS (SAD)**

Mrs. Potts, No. 55, polished, per set.....	6 85
Mrs. Potts, No. 50, nickel-plated, per set.....	0 90
Mrs. Potts, handles, japan-ned, per gross.....	8 46
Sad irons, common, plain....	5 00
Sad irons, common, plated....	5 50
Princess Electric, each.....	2 75
Ideal Electric, each.....	2 85
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each.....	3 15
Dover Electric, net.....	3 00
No. 70, Dover, per doz.....	21 00

**LADDERS, ETC.**

(Step Ladders)	
Shelf-lock.....	13c ft.
Ontario.....	17c ft.
Faultless.....	21c ft.
Mechanic.....	26c ft.
Hercules.....	24c ft.
Perfect.....	22c ft.
Faultless, extra heavy.....	26c ft.
Hercules, extra heavy.....	29c ft.
Mechanic, extra heavy.....	31c ft.
Chair ladders, each.....	\$2 00
B.T. Standard.....	17c ft.
B.T. Economy.....	13c ft.
B.T. Iron Bound, 4-9 ft. ....	25c ft.
B.T. Iron Bound, 10-14 ft. ....	30c ft.
B.T. Iron Bound, 15-16 ft. ....	40c ft.
B.T. Iron Bound, 17-20 ft. ....	50c ft.
Crescent.....	16c ft.
Household.....	12c ft.
Standard.....	19c ft.
Electrician.....	25c ft.
Heavy duty.....	45c ft.
Extension.....	23c ft.
Common and Roped Extension.	
Up to 32 ft. ....	16c ft.
Up to 36 ft. ....	18c ft.
40 to 44 ft. ....	19c ft.
48 to 52 ft. ....	24c ft.
56 to 60 ft. ....	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft. .... 12c ft.

18 ft. to 22 ft. .... 13c ft.

LANTERNS Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.

Banner Buggy.....\$10 40

Banner Junior.....5 00

Climax.....5 00

Trulite.....7 25

Reason.....7 25

No. 2 or 4 plain cold blast 7 25

Short globe, pattern.....7 25

Cold blast, japanned.....7 75

Brass, well japanned.....9 65

All brass.....	24 25
Little Bobs A.C., doz.....	2 00
Copper, well japanned....	11 25

**LANTERN GLOBES**

Cold blast, short.....	0 60
Cold blast.....	0 60
Cold blast, London.....	0 50
Prism globes.....	1 20
Cold blast, short ruby....	2 00
Cold blast, common ruby..	2 00
Less 5c a doz. in 6 doz. lots.	

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath 0 15

24-gauge, pa'ted metal lath 0 15

23-gauge, pa'ted metal lath 0 17

24-gauge, galv. metal lath. 0 21

23-gauge, galv. metal lath 0 23

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 13c lb.

Sheets, 3 lbs. sq. ft. 12 50 12 00

Sheets, 3½ lbs. sq. ft. 12 25 11 75

Sheets, 4 to 6 lbs. sq. ft. 12 00 11 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

**LINES, PLOUGH**

Russian hemp, \$3.80 doz. pair.

Bleached flax, \$5.75 doz. pair.


**MACHINES (WASHING)**

List Each	
Canadian.....	\$ 5 00
Dowsell.....	5 00
Hamilton.....	5 75
Re-Acting.....	7 50
Snowball.....	8 00
Noiseless.....	8 25
Sunlight.....	8 75
Momentum.....	8 75
Waverley.....	10 00
New Century, style A.....	9 00
New Century, style B.....	10 00
New Century, Power, style D.....	24 00
New Idea, style B.....	11 00
Playtime, engine drive.....	11 00
Ideal Power.....	16 00
Seafoam, electric.....	60 00
Seafoam, engine drive.....	25 00
New Idea, electric.....	80 00
Sunshine.....	4 50
Popular, No. 1.....	5 25
Economic.....	6 00
Champion.....	9 00
Excell-All.....	11 00
Blue Bell, without stand....	9 00
Puritan Water Motor Wash-er, complete.....	16 00
Hydro, One Tub. engine drive.....	26 00
Low pressure water motor washer, each.....	16 00
Connor ball-bearing, with rack.....	10 25
I X L.....	10 00
Gem.....	8 75
Winner.....	8 00
Connor Improved.....	5 00
Jubilee.....	4 50
Canada First.....	11 00
Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.	

NET

Stephen Washers.....	\$ 6 00
Storling.....	9 50
B.T. Bonnie, style A.....	4 25
B.T. Bonnie, style B.....	4 50
B.T. Ideal.....	6 25
B.T. Ideal Power.....	7 00
B.T. Ideal Water Motor.....	12 80</





THE  
McCASKEY MAN  
TORONTO CANADA

## Give This Man Half an Hour

Will you give this man half an hour to tell you what McCaskey Service can do for your business and for your customer?

He's the McCaskey man and he knows the charge account business from A to Z. His bread and butter depends upon his knowing that business. If you will spend half an hour with him you can't help getting some mighty good ideas that will fit your business and you'll be perfectly welcome to them whether you give him an order or not.

McCaskey Service means as much to your customer as it does to you. For your customer is just as much interested in knowing how much he owes from day to day and in having his accounts kept in the simplest way and with the least possible expense as you are yourself.

McCaskey Service pays for itself in the average business in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

If you give the McCaskey man half an hour of your time to tell his story it will be worth your while. All you need to do is sign and mail the coupon.

McCaskey Systems, Limited.

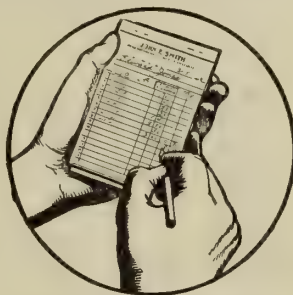
Gentlemen: I will be glad to give the McCaskey man half an hour to tell me how McCaskey Service saves the Hardware merchant time, money and mistakes.

Name .....

Address .....

Town ..... Prov. ....

# McCASKEY



# Toronto, Canada

McCASKEY  
"ONE WRITING"

## Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.



**NAILS**

Standard steel wire nails,  
Toronto, \$3.70 base; Montreal,  
\$3.75 base; London, \$3.70 base;  
Collingwood and Owen Sound,  
\$3.75 base.

Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.

Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 33-1-3 p.c.  
Pressed spikes, 5/8 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process  
Prices per

Size	Length	25-lb. box
No. 3, 1 1/4-inch		\$4 10
No. 4, 1 1/2-inch		3 80
No. 5, 1 1/2-16		3 25
No. 6, 2 1/4		3 00
No. 7, 2 1/2-16		2 85
No. 8, 2 1/2		2 75
No. 9, 2 1/2-16		2 65
No. 10, 2 1/2		2 55
No. 11, 3 1-16		2 45
No. 12, 3 1/4		2 48

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.

Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

Invincible, 1640 Per rod 0 60  
Invincible, 1848 0 66  
Invincible, 2060 0 73

Put up in 10, 20 and 30-rod rolls

**OKUM**

Per 100 lbs.  
Best (American) 19 25  
U.S. Navy (American) 18 50  
New hemp (English) 13 50  
U.S. Navy (English) 11 50  
Plumbers (spun) 7 50

**OIL**

Montreal Toronto  
Can. prime white petrol 0 14 0 13 1/2  
Royalite 0 14 0 13 1/2  
Palatine 0 17 1/2 0 17  
Castor Oil, per lb. 0 45 0 25  
Black Oil (Summer) 0 14 1/2 0 12 1/2  
Black Oil (Winter) 0 12 1/2 0 13 1/2  
Cylinder Green 0 35 0 35  
Paraffine 0 24 0 22  
XXX Machine 0 25 1/2 0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 c lb.  
Tea lead, chest, 5 1/2 c lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/2 c lb.  
Brass, light, 11 1/2 c lb.  
Zinc, heavy, 11 c lb.  
Copper, heavy, 19 1/2 c lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15 c lb.  
Compos. turnings, No. 1, 13 c lb.

Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2 c;  
bicycle tires, 2 1/2 c.

**PACKING**

Per lb.  
Fine jute 0 11 1/2  
Coarse jute 0 09 1/2  
Square braided hemp 0 25  
No. 1 Italian 0 30  
No. 2 Italian 0 23

**PAPER, ETC.**

O.K. Paper, per roll 0 95  
Resin sized Fibre, per roll 0 55  
Per 400 ft. roll  
Tarred Fibre, No. 1 0 80  
Tarred Fibre, No. 2 0 51  
Tarred Fibre, Good Luck  
Brand 0 71  
Dry Fibre, Good Luck  
Brand 0 59  
O.K. Brand corded sheathing 0 95  
Sheathing, Shield Brand, dry 0 43  
Sheathing, Shield Brand,  
tarred 0 51  
Sheathing (Surprise) 0 43  
Dry fibre, No. 1 0 68  
Dry fibre, No. 2 0 43  
Sulphate, Black Cat, tarred 0 80  
Sulphate, Black Cat, dry 0 60  
Per 100 lbs.  
Heavy dry straw 2 05  
Heavy tarred straw 2 05

Spruce sheathing 3 00  
Carpet felt, 16 oz. 4 00  
Carpet felt, 20 oz. 4 00  
Asbestos Bldg. 3 25  
Tarred felt 3 25  
Heavy fibre, 32 ft. x 60 ft. 2 00  
Oiled waterproof building  
paper, 600 sq. ft. roll 1 05

**ROOFING PAPER**

Cyclone, dry 0 68  
Cyclone, tarred 0 40  
Surprise sheeting 0 43  
Heavy, dry 2 15  
Heavy, tarred 2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect April 26, 1916.  
Buttweld Per 100 feet

	Black	Galv.
1/2 in.	\$ 3 00	4 50
3/4 and 1 in.	3 06	5 43
1/2 in.	3 91	6 08
3/4 in.	4 72	7 65
1 in.	6 97	11 31
1 1/4 in.	9 43	15 20
1 1/2 in.	11 28	18 22
2 in.	15 17	24 61
2 1/2 in.	23 99	38 90
3 in.	31 37	50 87
3 1/2 in.	37 72	61 18
4 in.	44 69	72 49

**Lapweld**

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	188 75
8 in. x 25 lbs. per ft.	141 12	217 41
9 in.	169 05	260 48
10 in. x 22 lbs. per ft	156 80	241 60
10 in. x 40 lbs. per ft	201 88	311 06

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$13 net.  
Lead waste pipe, \$14 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl. 4 75  
Pine, green, per bbl. 5 25

**PLASTER**

Paris, per bbl., London 2 25

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

Montreal Toronto  
Plates, 1/4 to 1/2 inch,  
per 100 lbs. 4 00 4 00  
Heads, per 100 lbs. 4 25 4 25  
Tank plates, 3-16 in. 4 75 4 75

**PLUGS (METAL)**

Painted wall plugs, per  
1,000 \$20 00  
Galv. wall plugs, per 1,000 .23 00

**POLISH**

O-Cedar, 4 oz. bottles \$2 00  
O-Cedar, 12-oz. bottles 4 00  
O-Cedar, 1-qt. can 10 00  
O-Cedar, 1/2-gal. cans 16 00  
O-Cedar, 1 gal. cans 24 00

**PUMPS**

B.T. Pump, No. 1, net \$3 30  
B.T. Pump, No. 2, net 4 00  
B.T. Pump, No. 3, net 6 00  
B.T. Pump, No. 4, net 7 50  
B.T. Pump, No. 5, net 8 00  
B.T. Pump, No. 6, net 9 00  
B.T. Pump, No. 7, net 13 50

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.

Iron burrs, 37 1/2%.

Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.

Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.

Coppered Rivets, net extras,  
2 1/2c per lb.

**ROOFING**

Per roll  
Tarred felt, per 100 lbs. 3 25  
2 ply R.R. 1 05  
3 ply R.R. 1 30  
2 ply R.R., complete in roll 1 55  
3 ply R.R., complete in roll 1 70  
Samson, 1-ply, roll 1 60  
Samson, 2-ply, roll 2 15  
Samson, 3-ply, roll 2 65  
Comet, 1-ply 1 00  
Pluvius, 1-ply 1 25  
Pluvius, 2-ply 1 65  
Asphalt roofing, 1 ply 1 45  
Asphalt roofing, 2 ply 1 85  
Asphalt roofing, 3 ply 2 15  
Compo Certainteed, 1 ply 1 40  
Compo Certainteed, 2 ply 1 75  
Compo Certainteed, 3 ply 2 10  
Exello, 1-ply 1 60  
Exello, 2-ply 2 15  
Exello, 3-ply 2 65  
Jewel, 1-ply 1 25  
Jewel, 2-ply 1 65  
Jewel, 3-ply 2 00  
Liquid roofing cement, per  
gal. in barrels 0 22  
Roofing caps, per lb. 0 05  
Roofing nails, per lb. 0 06 1/2  
Roofing Pitch, 85c per 100 lbs.  
F.o.b. Toronto, London, Mon-  
real.

**ROPE**

lb.  
Pure Manila basis 22 1/2  
British Manila basis 18  
African hemp basis 18  
Sisal basis 14 1/2  
Single lath yarn basis 14 1/2  
Double lath yarn 14  
Yacht marine 41  
White polished halyards 23  
Hemp, deep sea line basis 31  
Hemp, tarred ratline basis 27  
Hemp, tarred belt rope basis 29  
Marline and Houseline 20  
Jute rope basis 15  
Italian rope basis 31  
Above quotations are basis  
prices (5% and larger), and are  
subject to usual advances for  
small sizes.  
Cotton rope, 3-16 in. 0 28  
1/4 in. and larger 0 27

**Sisal Clothes Line.**

3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 20
6 ply, 72 ft.	1 81
6 ply, 100 ft.	2 40

**SCALES.**

Imperial Standard 25 p.c.  
Champion 40 p.c.  
Steel weigh beams 20 p.c.  
Gurney Standard 25 p.c.  
Fairbanks Standard Scales 25 p.c.  
Crown Even Balance 40 p.c.  
Richelieu Union Scale 40 p.c.  
Dominion Plates Scales 40 p.c.  
Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$3, plus 20c  
for stamping, Champion 10-lb.,  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping, Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.80, plus \$1  
for stamping, Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCRAPERS**

Doz  
Medium \$2 15  
Heavy 3 60

**SCRAPERS (Road, Drag)**

No. 1, 2 runners, \$9.20, \$9.  
No. 1, 2, 3 runners, \$8.50, \$8.25,  
\$7.50.

**SCREWS (MACHINE)**

Flat head, iron, 27 1/2%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

Discounts off Standard List  
Wood, F. H., bright 80  
Wood, R. H., bright 75  
Wood, O. H., bright 75  
Wood, F. H., brass 47 1/2  
Wood, R. H., brass 45  
Wood, O. H., brass 45  
Wood, F. H., bronze 40  
Wood, R. H., bronze 37 1/2  
Drive screws 65 10 10  
Set case hardened 65 10  
Square cap 65 10  
Hexagon cap 60 10  
Bench, wood, per doz. \$5 00  
Bench iron, per doz. 4 75  
Cap screws, 55%; Set screws,  
60%.

**SHEETS (BLACK)**

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

**Re Gauges of Sheets.**

On account of it being practi-  
cally impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10 1/2  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.
	Galvanized Painted
28 ga.	\$ 5.50 \$2.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00

Above prices are subject to 7 1/2  
per cent. discount to dealers.

**Galvanized**

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16			6 50
16-20	6 90	6 65	6 90
22			7 00
22-24	7 00	6 80	7 00
24			7 25
26	7 25	6 95	7 25
28	7 50	7 25	7 50

"Premier" galvanized sheets —  
10 1/2 oz., \$7.05; U.S. No. 28, \$6.75.  
U.S. No. 26, \$6.45; 22 and 20-  
gauge, \$6.30; 18 and 16-gauge,  
\$6.10; 14-gauge, \$5.95; 12-gauge,  
\$5.75. F.o.b. Hamilton and To-  
ronto.

Colborne (Crown — 16-20 gauge  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

**Apollo Brand, Montreal Toronto**

14 gauge	5 80	5 55
16 gauge	5 80	5 55
18-20 gauge	5 90	5 90
22-24 gauge	6 00	6 10
26 gauge	6 25	6 25
28 gauge	6 65	6 50
10 1/2 ozs.	6 95	6 75

Add 25c for less than case lots



# AUTOMOBILE FINISHES

are now in great demand and every merchant should be well supplied with

## **S-W AUTO AND BUGGY ENAMEL**

Presents a hard, durable, high-gloss surface.

## **S-W BRAS-BRITE**

For all metal parts—Takes a high polish and does not scratch the surface. Can be used equally as well on brass, nickel or silver.

## **S-W FLAXOAP**

A pure Linseed Oil Soap that renews and gives life to all painted or varnished surfaces. Removes dirt with the greatest ease. Can be used on the finest linen with perfect results.

## **S-W ENAMEL LEATHER DRESSING**

A durable leather renewer, especially adapted for auto tops.

## **S-W DURABLE ELASTIC BODY FINISHING VARNISH**

A durable, elastic, drying finishing varnish for auto bodies.

## **S-W ELASTIC GEAR VARNISH**

The most durable varnish for all running parts.



**THE SHERWIN-WILLIAMS Co.**  
*of Canada, Limited*

PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS



FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG  
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S.,  
LONDON, ENG.

*If interested, tear out this page and keep with letters to be answered.*



**SHOVELS AND SPADES**

1st 2nd 4th  
Shovels, 1st, 40 and 12½%; 2nd, 40 and 5%; 4th, 30%.  
Socket scoops, 1st, 40%; 4th, 35%.  
Rivet scoops, 37½%.  
Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40, 12½%, and 4th, 20%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

**SNAPS** Harness; 25 per cent.  
**SOLDER** Montreal Toronto  
See weekly report.

**SOLDERING COPPERS.**  
Base, per lb., 52 cents.

**SOLDER, BAR**  
Guaranteed ..... 0 29½  
Strictly ..... 0 27½  
Commercial ..... 0 26

**SOLDER, WIPING**  
Star extra ..... 0 27½  
Easy ..... 0 25½  
Acme ..... 0 24½

**SPELTER.** See weekly report.

**SPOUTS**  
Warner Malleable Winged  
Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.  
Montreal, Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb. boxes ..... 5 05

Fence staples, bright, in kegs ..... 3 95

Fence staples, bright, in 25-lb. boxes ..... 4 20

Poultry netting staples, 100 lb. kegs ..... 12 00

Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

**SWEEPERS, CARPET** Bissell's  
Boudoir ..... 31 00  
Champion Nic. .... 25 00  
Champion Jap. .... 23 00

Univ. Japd., cyco bearing. .... 26 00

Univ. N.P., cyco bearing. .... 29 00

Grand Rapid, Japd., ball-bearing ..... 28 00

Grand Rapid, N.P., ball-bearing ..... 31 00

Princess, N.P., ball-bearing. .... 32 00

Elite, ball-bearing ..... 36 00

Am. Queen, N.P., ball-bearing. .... 34 00

Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**  
Grand Rapids Vac. doz. ....\$77 00

Household Vac. doz. .... 63 00

Superba Vac. doz. .... 92 00

**SWINGS**  
Baby, 2-passenger, each ...\$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Seats with awning, each .....13 50

Without awning, each ..... 9 00

**TACKS**  
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozens only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes glimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.

Discount, 75 and 10%.

**NAILS**  
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; piece frame points; lining tacks, solid head (in bulk).

Discount, 75 and 10%.

**CAPPED GOODS**

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozens only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.

Discount, 75 and 10%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15  
Ass skin, No. 714, 66 ft., doz. 3 80  
Linen, No. 404, 66 ft., each. 1 25  
Metallic, No. 603, 50 ft., ea. 1 60  
Challenge steel, No. 263, 50 ft., each ..... 3 45  
Reliable Jr., No. 103, 50 ft. 3 25

**TIES (METAL)**

Galv., wall ties, per 1,000. \$5 00

Painted wall ties, per 1,000. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and 5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70-10%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and 10%.

**TROUGH (EAVE)**

G. G. Square bead and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

B.T. Single Rail .....24c ft

B.T. Double Angle .....22c ft

B.T. Double Tee .....20c ft

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

**TWINE (Blinder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

500 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ½c per lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28

4-ply ..... 0 26

3-ply ..... 0 25

Montreal Toronto

**TUBES**

Boiler Tubes, Lapwelded.

100 ft., 2 in. .... 14 00

100 ft., 2½ in. .... 16 00

100 ft., 3 in. .... 18 00

100 ft., 3½ in. .... 21 00

100 ft., 4 in. .... 25 00

100 ft., 4½ in. .... 31 00

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

Hercules

No. 4 ..... 12 40

No. 5 ..... 13 83

No. 6 ..... 15 40

Common Galvanized

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

Per nest

Nests of 3—0, 1 and 2 .....\$2 38

Nests of 3—1, 2 and 3 ..... 2 05

Nests of 4—0, 1, 2, and 3 ..... 2 92

**WOOD TUBS**

No. 0, per doz. .... 11 00  
No. 1, per doz. .... 9 50  
No. 2, per doz. .... 8 50  
No. 3, per doz. .... 7 00  
Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.  
Stand, compr. work, 65 p.c.  
High grade compr. work, 59 p.c.  
Cushion work, 50 p.c.  
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 52 p.c.; bath cocks, 64 p.c.  
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.  
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.  
J. M. T. Radiator Valves, 50 p.c.  
Standard, 57½%; patent quick opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

Copper boiler and tea kettle pits, plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

White ware, 66 2-3%.

Colonial, 50, 12½%.

Premier, 40%.

Star decorated steel, 20, 10%.

Hollow ware, tinned steel, 30% off.

Enameled street signs, on application.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARE, TIN, PIECED**

Discount, 17½%.

6, 10 and 14-qt. flaring pails.

17½%.

Copper bottom tea kettles and boilers, list.

**WARE, STAMPED.** Plain; 66 2-3 p.c.

Retinned, 60-10%.

Tinners' trimmings, 66 2-3%.

**WASHERS, IRON.**

Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**

Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

Weights, Horse, 5c lb.

**WHEELBARROWS.**

Navvy, steel wheel, doz. ....\$31 25

Gardner, steel wheel, doz. ....\$43 20

Light garden, each ..... 2 50

Heavy garden, L-side, each. 3 75

Heavy farm, solid side, ea. 3 75

**WHIFFLETREES**

Tubular steel, 28 ins. .... 0 70

Tubular steel, 34 ins., per doz. .... 8 75

Tubular steel, 36 ins., per doz. .... 9 75

Tubular steel neckyokes, 26 inches, per doz. .... 12 00

Tubular steel doubletrees, 40 inches, per doz. .... 12 50

Tubular steel lumberman's, 44 inches, per doz. .... 13 00

**WIRE, Copper wire, 10%.**

Brass wire, 3 to 24 gauge, add 33 1-3%; 25 to 36 gauge, add 20%.

**WIRE, CUT HAY BALING.**

No. 9, \$3.90; No. 10, \$3.95; No. 11, \$4.05; No. 12 and 13, \$4.15; No. 13½, \$4.25; No. 14, \$4.40; No. 15, \$4.65. Plus 7½%.

F.o.b. Toronto, Hamilton and Montreal.

**WIRE CLOTH (Galvanized)**

4 mesh ..... 7 70

6 mesh ..... 8 15

**WIRE, STOVE PIPE.**

No. 18, \$5.30; No. 19, \$5.55.

F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

**WIRE CLOTHES LINE.**

Montreal, No. 18, \$4.30; No. 19, \$3.75.

No. 17, 7-strand, \$5.55; No. 18, 6-strand, \$4; No. 19, 6-strand, \$3.25, in 50 and 100-ft. coils; No. 18, 6-strand, \$3.95 in 1,000 feet

coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

**WIRE, FINE STEEL.**

Discounts 15 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$3; Nos. 26-31, \$5; Nos. 32-34, \$7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 28c; in ½-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

**WIRE, HAY, IN COILS.**

Montreal, No. 13, \$3.90; No. 14, \$3.95; No. 15, \$4.05.

**WIRE, SMOOTH STEEL.**

No. 0-9 gauge, \$4.05 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and papering, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, \$1.

**WIRE CLOTH.**

Painted screen, in 100-ft. rolls, \$2.25 net 100 sq. ft.; in 50-ft. rolls, \$2.30 per 100 sq. ft.

Bronze screen, 12c sq. ft.

Cut lengths, 13c sq. ft.

**WIRE (FENCE)** Toronto & London Montreal

Barb ..... 4 50

No. 9, coil spring. .... 4 55

No. 9, plain galv. .... 4 50

No. 12, plain galv. .... 4 65

No. 13, plain galv. .... 4 75

The market on above lines is very unsettled, and there is considerable price cutting going on.

Lower prices are being quoted in some quarters.

O. & A. No. 10. .... 4 21

O. & A. No. 11. .... 4 27

O. & A. No. 12. .... 4 35

**WIRE BALE TIES.**

Single Loop— Per cwt.

No. 12 .....\$ 4 35

No. 13 ..... 4 45



**MILLIONS OF BUGS**  
will die from eating  
**MUNRO'S PARIS**  
**GREEN**



**Munro's**  
**Arsenate**  
**of**  
**Lead**

**Munro's**  
**Dry Colors**

**Reds, Greens,**  
**Yellows, Blues,**  
**Paris Green**

**ALLAN MUNRO COLOR CO., LIMITED, MONTREAL**



***Certainly!!*** You can have better satisfied customers and make as much if not more profit when you sell

**SIMONDS** CRESCENT  
GROUND **Cross-cut Saws**

These saws may be ordered from any responsible wholesaler or you can write direct to us at the factory regarding prices, discounts, and deliveries.

**Simonds Canada Saw Company, Limited**

**Vancouver, B. C.**

**St. Remi Street and Acorn Ave.,  
MONTREAL, QUE.**

**St. John, N. B.**

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.  
5 lb. packages, \$6 per 100 lbs.

## BEESEWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Per lb. Montreal Toronto  
London, 20. 0 14 0 20

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Per lb.  
Raw Umber, 100 lb. keg. 5-9c  
Burnt Umber, 100 lb. 5-9c  
Raw Sienna, 100 lb. kegs. 5-9c  
Burnt Sienna, 100 lb. kegs. 5-9c  
Imp. green, 100 lb. kegs. 0 22  
Chrome green, pure 0 35  
Chrome yellow 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. 0 12  
Indian red, No. 1, 100 lb. k. 0 04  
Venetian red, best bright. 0 04  
Venetian red, No. 1 0 02  
Drop black, pure dry. 0 25  
Golden ochre, 100 lb. kegs. 0 06  
White ochre, 100 lb. kegs. 0 06  
White ochre, barrels 0 02½  
Yellow ochre, barrels 0 02  
Spruce ochre, 100 lb. kegs. 0 03  
Canadian red oxide, bbls. 0 01½  
Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13  
Indian red 0 17  
Chrome yellow, pure 30-35  
Golden ochre, pure 0 16  
French spruce ochre, pure 0 15  
Chrome green, pure 0 15  
French permanent green, pure 0 20  
Signwriters' black, pure 0 22  
Marine black, 25-lb. irons 0 07  
Lampblack 0 20

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel 4 50  
Anchor Floorlustr 2 10  
O.P.W. Sunshine White 4 10  
Old Dutch Enamel 4 00  
Jas-per-lac floor enamel 1 90  
Jas-per-lac art enamel 3 10  
Moaramel 4 35

## FILLER

Luxeberry Enamel \$5 00  
Screen Enamel, BB 1 65

## FORMALDEHYDE

Demi-Johns, 50 lbs. 0 15½  
\$1.10 for demi-John extra.

## GLUE

Per lb.  
French medal 0 20  
English common sheet 0 20  
Martin's Enamel 4 25  
English prima 0 25  
White pigfoot 0 23½  
Perfection amber, ground, No. 1230 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags 0 35  
Gelatin, 112 lb. bags 0 45  
Ground glues, 112 lb. bags—  
No. 1 0 20  
Extra 0 18  
Dreadnought, lb. 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90		
26 to 34	8 15	12 85		
35 to 40	8 50	13 60		
41 to 50	11 75	15 50		
51 to 60	12 25	15 85		
61 to 70	13 10	16 80		
71 to 80	14 75	18 35		
81 to 84	22 75	22 35		
85 to 90	24 35	25 00		
91 to 94	25 00	29 00		
95 to 100	29 00	32 00		
101 to 105				

106 to 110 37 00  
Discount, 30 per cent; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price  
United  
Inches  
Up to 25 \$7 80 \$11 90  
26 to 34 8 15 12 85  
35 to 40 8 50 13 60  
41 to 50 11 75 15 50  
51 to 60 12 25 15 85  
61 to 70 13 10 16 80  
71 to 80 14 75 18 35  
81 to 85 22 35  
86 to 90 24 35  
91 to 95 25 00  
96 to 101 29 00  
101 to 105 32 00  
106 to 110 37 00  
Discount, 25 and 5 per cent.

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off Toronto.  
Country discount, 20 and 5% off list, delivered.  
F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots

Montreal Toronto  
"Anchor Pure" \$13 80 \$13 95  
O.P.W. Decorators' Pure 13 80 13 95  
Crown and Anchor. 13 80 13 95  
Crown Diamond Pure 13 80 13 95  
Elephant Genuine. 14 10 14 25  
Green Seal 13 80 13 95  
Moore's Pure White Lead 12 80 13 95  
O.P.W. Decorators Pure 13 80 13 95  
O.P.W. English 14 05 14 20  
Painters' Perfect 13 35 13 50  
Ramsay's Pure Lead 13 80 13 95  
Tiger Pure 13 80 13 95  
Less than ton lots, 30c per cwt. higher

Brandram's B.R. Genuine. \$13.50  
Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

Jame's Genuine. \$17.50 less than ton lots. Ton lots less 5 p.c.

## LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

## LEAD, ARSENATE OF

Per 100 lbs. Dry Paste  
1-lb. bottles \$35 00 \$21 00  
2-lb. bottles 18 00  
5-lb. bottles 31 00 14 00  
10-lb. bottles 29 00  
25-lb. irons 25 50 13 00  
50-lb. irons 12 50  
100-lb. irons 24 00 11 75  
200-lb. irons 11 60  
Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

## MURESCO

Tints in 5 lb. packages, per 100 lbs. \$5.40

## LINSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

Per gallon (in quarts)  
Brandram-Henderson's "English" white 2 65  
"English," ordinary colors. 2 50  
Benjamin Moore's "Egyptian" Brand 1 80  
Canada Paint Co.'s Pure 2 65  
Crown Diamond 2 35  
Crown Diamond, floor. 2 00  
Elephant 2 35  
Fresco-tone, white 2 50  
Fresco-tone, colors 2 40  
High Standard, White 2 65

## High Standard, Colors

2 50  
Jamieson's Crown and Anchor 2 00  
Jamieson's Island City 2 05  
Martin-Senour 100% Pure 2 50  
Minerva, white 2 55  
Minerva, ordinary colors. 2 40  
Mellotone, white 2 50  
Mellotone, colors 2 40  
Lowe Bros. Hard Drying Floor, gal. 2 15  
Moore House Colors 2 10  
O.P.W. Canada Brand, Pure 2 20  
O.P.W. Canada Brand, Floor 2 10  
O.P.W. Canada Brand, Flat Wall 2 10  
Ramsay's Pure 2 30  
Ramsay's Thistle 1 70  
Stephens' House Paint, (Wpg.) 2 55  
Stephens' Floor Paint (Wpg.) 2 25  
Senour's Floor Paint 2 20  
Senour's Porch Paint 2 50  
Sherwin-Williams 2 50  
Flat tone 2 40

## PARIS GREEN

Mun. C.P. Ber-  
ro's Co. gers  
600-lb. bbls. 42¾ 38¾ 39¼  
250-lb. kegs. 43 39 39¾  
100-lb. drums 44 40 40¾  
50-lb. drums 44 40 40¾  
25-lb. drums 44¼ 40¼ 41  
1-lb. 100s, pkgs. 46¼ 42¼ 43  
½-lb. 100s 48¾ 44¼ 45  
1-lb. 100s, tins. 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. Montreal Toronto \$2.25-\$2.50

## PRIMER

Luxeberry Primer 2 25

## PASTE WOOD FILLER

Pound  
1 lb. cans 0 11  
2 lb. cans 0 11  
5 lb. cans 0 09  
10 lb. cans 0 08½  
25 lb. cans 0 08  
100 lb. kegs 0 07  
¼ Barrels 0 06½  
Barrels 0 06

## PUTTY

Standard  
Montreal Toronto  
Bulk, in casks 2 70 2 80  
Bulk, 100-lb. drums 2 90 3 00  
Bulk, 25-lb. drums. 3 00 3 10  
Bladders, in bbls. 3 30 3 40  
Pure Putty, 70c cwt. advance

## SHELLAC

Gum, 34c lb.; finest orange, 39c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. 0 65  
Pint tins, per doz. 1 10  
London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10  
Cumoff 2 10  
Dreadnought, gal. 2 75  
O.P.W. Presto 2 25  
Lingerwett 2 65

## TURPENTINE

Montreal Toronto  
See weekly report for prices.

## SLATING

Liquid Slating, B.B. Gal. \$3 00

## STAINS

Gal.  
Oil and Spirit, Berry Bros. \$2 73  
Water Stains, Berry Bros. 1 05  
Berrycraft, stain finish 2 80  
Creo-lac 0 85  
C.P. Oil Stains 1 98  
Sun Varnish Stains 2 20

## VARNISHES

Per gal. cans  
Brandram-Henderson, Ltd., "Gold Medal" 1 90  
Copaline Varnish 2 50  
C. P. Co.'s Sun Varnish 2 50  
Dependon Light Hard Oil Finish 1 70  
Dulglass 3 00  
"Dreadnought" floor varnish 2 30  
"Dreadnought" spar varnish 2 30  
"Dreadnought" Varnish 2 65

## "Dreadnought" varnish

(gloss) 1 90  
"Dreadnought" varnish (eggshell) 1 90  
"Dreadnought" hard oil finish 1 20  
"Dreadnought" interior varnish 1 20  
"Dreadnought" terebene dryer 1 60  
"Dreadnought" bronzing liquid 1 05  
Elastic Interior 1 40  
Elastic Exterior 1 55  
Elastic Exello 2 00  
Everlastic (Floor) 2 55  
Flattite 2 25  
"Flint-Lac" coach 1 30  
Flatline Floor Finish 3 00  
Gold sized Japan 2 00  
House painter's White Jap. 1 95  
Jas-per-ite exterior finishing 2 25  
Jas-per-ite pale hard oil 1 60  
Jas-per-ite floor finish 2 25  
Kyanize floor finish 3 50  
Kyanize cabinet rubbing 2 50  
Kyanize spar 4 75  
Kyanize stains 3 50  
Liquid granite 2 80  
Luxeberry light 2 60  
Luxeberry spar 4 50  
Luxeberry exterior 4 10  
Marble-ite 2 30  
Mar-Not 2 70  
Martin-Senour finest inter'r. 2 60  
Martin-Senour Wood-Var 2 30  
Maritime spar varnish 4 00  
No. 1 Furniture Varnish 1 25  
Pure White Shellac 2 40  
Pure Orange Shellac 2 15  
Sherwin-Williams "Kopal" Varnish 2 75  
Stove-Pipe Varnish, ½ pints, gross 9 00  
Sun Waterproof Floor Finish 2 75  
Sun-Spar Varnish 4 00

## WATER PAINTS

Opalite, 300 lb. bbls 0 12  
Opalite, 100 lb. kegs 0 12½  
1 gal. package, per pkg. 0 65  
¼ gal. package, per pkg. 0 35  
Coralite, 5-lb. pkgs. 0 04½

## WASTE (POLISHING)

Cream 0 17

## WASTE, WHITE WIPING

XXX Extra 0 16  
X Grand 0 15  
XLCR 0 14  
X Empire 0 13  
X Press 0 12

## WASTE, COLORED WIPING

Fancy 0 11¼  
Lion 0 10¼  
Standard 0 09¼  
Popular 0 08¼  
Keen 0 07¼

## WASTE, WOOL PACKING

Arrow  
Axle Prices on application  
Anvil application  
Anchor

## WIPERS, WASHED COTTON

Select White Prices on application  
Dark Colored Prices on application  
Mixed Colored application

This line subject to trade discount for quantity.

## WAX

Per lb.  
C. P. Floor Wax 0 30  
Ronuk Floor Wax, lb. 0 38  
Berry Bros. 0 37  
Anchor 0 33  
O.P.W. Lion Brand 0 30  
Old English 0 44  
Johnsons 0 44  
Gold Medal 0 30

## WHITING

Paris white 1 75  
Plain, in bbls. 1 50  
Gilders, bolted, in bbls. 1 60  
Per 100 lbs.

## WOOL ALCOHOL

Per gal.  
In gallons 1 25  
Barrels 0 87  
\$4 extra for barrels.



Who ever heard of walking on the varnished  
deck of a motor boat ?

It can be done without injury if it is varnished with

# UNIVERNISH

The best of all varnishes for marine work. Impervious to the weather, wears like iron and will never turn white.

Put up in all sizes from quarter pint up. Stock it today—it's good for any purpose where varnish is required.

**THE DOUGALL VARNISH CO., LIMITED**  
Montreal

RED  
**S**  
BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$13.00;  
chilled, \$14.50; buckshot, \$13.80;  
ball, \$14.20.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 14¢.  
Norris, 41 to 56 lbs., 12½¢; 57  
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;  
84 lbs. and over, 9½¢.

## AXES

H. B., 1 lb., \$6.75 per doz.; 1½  
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,  
\$8; 3 lbs., \$8.25; 3, 3½ and 4  
lbs., \$8.50; H. B. Handled Axes,  
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½  
lb. and 4 lb., \$10.50; Black Prince  
Axes, unhandled, \$8.50; Black  
Prince axes, handled, \$10.75;  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$20.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX** Borax, per lb., 9c.

## BUILDING PAPER

Tarred, 70¢ to \$1.10 per roll, ac-  
cording to quality; plain, 50 to  
95¢.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each.

**CLEAVISES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60¢ per lb. Tinned, 47¢; Braziers'  
soft copper, 10-24 ft., 26¢; 27½¢.  
Soldering irons, 55¢ base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Eavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.  
FILES, Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 26c  
per gal.; \$4.95 per case.

## GALVANIZED WARE.

Net list.  
Heavy pails, light pails and  
heavy tubs.

## GLASS, WINDOW

Single	Double
Up to 25 in. ....	6 75 10 25
26 to 40 .....	7 50 11 75
41 to 50 .....	10 00 13 25
51 to 60 .....	10 50 14 00
61 to 70 .....	11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 50 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.  
KNOBS, Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90. Apollo and

**IRON GALVANIZED** "Fleur  
Premier de Lis"

10½ oz. or 28 Eng.	7 70 7 50
28 Am. or 26 Eng.	7 50 7 25
26 Am. or 26 spec.	7 20 6 95
24 .....	7 05 6 55
22 .....	6 45
18 and 20 .....	6 85 6 25
16 Am. ....	6 70 6 10
14 Am. ....	6 50 6 10

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85¢ dozen. Mrs. Pott's  
improved, \$1.10, a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60¢; B, per case 6 doz., \$4.10; per  
doz., 75¢.

## LANTERNS

No. 2, plain .....	7 50
No. 20, X-ray .....	11 25
No. 22, Dash-board .....	10 00
Trullite short, globe, doz.	7 50
LEAD PIPE, \$10.90, \$11.90.	
LEAD WASTE, \$10.90.	

## LINSEED OIL

Raw, per gal., 95¢; boiled, per  
gal., 98¢.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25 cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.  
NETTING, Poultry, 40 per cent.  
Banner, 24-in., \$2.50; 36-in.,  
\$2.90; 48-in., \$3.60; 60-in., \$4.20;  
72-in., \$5.10; 84-in., \$6.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

Gal-	Tin	vanized
½ gal., dome top....	\$2 14	\$...
1 gal., dome top....	2 81	4 25

2 gal., dome top....	4 05	6 00
2 gal., dome top....	5 20	8 65
5 gal., dome top....	6 40	10 75

## OILS

Silver Star oil, 16½¢ gal.;  
Royalite oil, 17c gal.; Palatine  
oil, 20½¢ gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; ½,  
\$7; ¾, \$9.15; 1, \$12.50; 1¼, \$16;  
1½, \$20.40; 2, \$27.40; 2½, \$47.15;  
3, \$61.65.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER**, Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8  
inch, \$4.75; full polish, 6-7 inch,  
\$5.50; 8 inch, \$5.75; Black sheets,  
\$4.65; 8 inch, \$4.90; Black sheets  
— 28 gauge, \$3.60; 26, \$3.45; 24,  
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,  
\$3.10; 10-12, \$3.15.

**FLOW SHARES**, ....10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PUTTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assorter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 14½¢ base; pure Manila,  
22c base; British Manila, 18½¢  
base; lath yarn, 14c base; Afri-  
can hemp, 17½¢ base; cotton  
rope, 30c.

Tarred Marline Hanks, per  
lb., 31c.

**SASH BALANCES** (Caldwell).  
33-1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

## SHEET ZINC.

Any lots, 30c.	Black Steel Sheets
10 gauge .....	5 00
12 gauge .....	5 10

14 gauge .....	5 00
16 gauge .....	5 10
17-24 gauge .....	4 50
26 gauge .....	4 60
28 gauge .....	4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$2.75 at  
Fort William, \$4.15 Winnipeg;  
galvanized staples, \$3.50, Fort  
William; \$3.90 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; 1 in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.  
TACKS, Carpet, 75% off list.

**TIES**, Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 L.C. .... 12 25  
20 x 28 I.X. .... 14 50  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.  
Norris vises, 45 lbs. and under,  
\$6 each; over 45 lbs., 13c per lb.

## WARES

Galvanized, heavy, net list.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

5-ton lots, \$13.35; ton lots,  
\$14.85.

## WIRE, BARB

Lyman 4-point, \$3.65 f.o.b. Ft.  
William, \$3.90 Winnipeg; Glidden  
Cattle, 2 pt., \$3.50 Ft. William,  
\$3.75 Winnipeg; Baker 2 pt.,  
\$2.45 Ft. William, \$3.70 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Pale ties, 14 gauge, single loop,  
\$5.05 Winnipeg; \$4.65 Fort Wil-  
liam.

Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0-9, \$4.30; 10, \$4.36; 11, \$4.42;  
12, \$4.50; 13, \$4.70; 14, \$4.60; 15  
\$4.70; 16, \$4.90.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WIRING

Royal Canadian, \$40 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.



# An Appeal to Men of High Calibre

**H**AVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals*; or to put it more definitely, by the *Common people*. The spirit or impulses of *leaders* must pass downward—to the *Common people*.

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

**Y**OU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

**H**ERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price \$3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

## THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

.....1916.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....



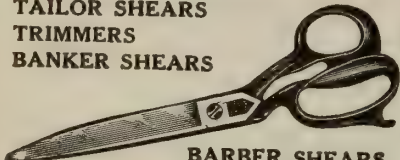


# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

**SEYMOUR SHEARS**  
have been the  
Standard for over  
eighty years

TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS



BARBER SHEARS  
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER,  
Limited, New York  
A. MacFARLANE & CO., Montreal  
Canadian Agents.

The  
CONDENSED AD.  
PAGE  
WILL INTEREST YOU

**Trulite**

The Original  
Short Globe  
Lantern.

Made only by  
**Ontario Lantern & Lamp Co.,**  
HAMILTON, CANADA Limited



**BEAR BRAND LAMP BLACKS**  
A Germantown of quality  
that gets big business  
**WILCKES, MARTIN, WILCKES CO.**  
135 WILLIAM ST. NEW YORK



**"CONDOR"**

—the name that means quality  
and service in lamps—more light,  
less current. A money-saver, a  
money-maker. Write

**The Basters, Jackson Co.**  
22 College Street, TORONTO

**OWL BABBITT METAL**

Will stand  
Pressure,  
Speed and  
Pounding.  
These  
qualities  
appeal to  
your cus-  
tomers.



Made in the West by  
**The Owl Metal Co., Ltd., Winnipeg**



## CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

### BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

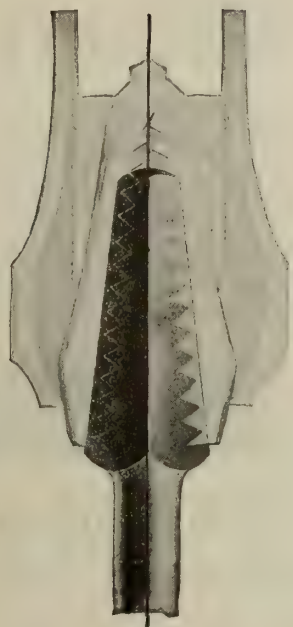
### WROUGHT PIPE

Black and Galvanized, sizes  
 $\frac{1}{8}$  in. to 4 in., is thoroughly  
inspected and tested to 600  
lbs. pressure, and every  
length is branded with our  
trade-mark.

We also manufacture  
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL





## A Real and Exclusive Irwin Advantage

If you have ever tried to bore with a bit whose shank was out of center you know how the boring head has a tendency to wobble.

This is impossible with the new Irwin shank. An exclusive manufacturing process does away with it. All four sides of the shank align themselves perfectly with the jaws of the brace chuck.

Get two or three dozen new Irwin bits and examine them for variation. Lay the shanks with their sides touching each other, and you will see that they make an accurate circle. Try this with the shanks of any other make of auger bit.

This is only one of the exclusive Irwin features, but it is an example of the up-to-the-minute construction that has made the Irwin bit standard. For further information write for new catalog No. 10.



**The Irwin Auger Bit Co.**  
Wilmington, Ohio



**SIMMS**  
SET IN RUBBER  
**SIMMS**

## BRUSHES

GUARANTEED  
FOR USE IN ANYTHING

Soaked in paint remover or boiled in water, the setting composition in these brushes remains as solid as concrete.

Try this test on some of the OTHER kinds.

Why sell your customer CEMENT-SET brushes or those set in some imaginary SECRET COMPOSITION that won't stand use in alcohol, spirit varnishes, lacquers, paraffine, crude oil, grease, paint removers and a dozen other things, or

A GLUE-SET brush that cannot be used in water, kalsomine, paste, glue sizing, etc., and dries out if carried on the shelves over the season?

Why not sell him a

**SIMMS**  
SET IN RUBBER

Brush and tell him to use it in any old thing? He can drive nails with it if he wants to; he can't harm the setting.

Samples and Prices through our  
jobbers on request.

**T. S. SIMMS & CO.**  
LIMITED  
ST. JOHN (FAIRVILLE), N.B.



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

**BOLTS, RIVETS, WIRE & WIRE NAILS**  
*Quality Rite  
Prices Rite*  
  
*Quick Service*  
**NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.**

**Hardwaremen**  
 You should stock a James Bros. Feed Cooker. Write for circular and prices to  
**James Bros. Foundry**  
**PERTH, ONT.**



**FOOD CHOPPERS**  
 Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.  
**F. W. LAMPLOUGH & CO.**  
 Unity Bldg., Montreal




**The PARMENTER BULLOCH CO., Ltd.**  
**GANANOQUE, ONT.**  
 Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

**STEEL FIGURES**  
 Drop a card for prices and particulars  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
**HAMILTON, ONT.**

**CAMP FURNITURE**  
  
**J. PICKLES,** 159 Portage Ave. E. WINNIPEG

**Aylmer Superior Lever Force Pump**  
  
 Made in 1½ and 2-inch. Fitted for hand use only. Six, eight and ten-inch stroke.  
 This style of lever is superior to the ordinary style. Having longer stroke the power is greater, making it work easier. The handle being wood, they are not so liable to break in frosty weather.  
 Base is adjustable, admitting of top being raised or lowered to any position desired.  
**A GOOD SELLER, IT PAYS TO HANDLE AYLMER PUMPS.**  
**Aylmer Pump & Scale Co., Ltd.**  
 Aylmer, Ontario

**Atlas 10 Cent Fly Swatter**  
  
 This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.  
 Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.  
 Now is the time to place stock orders. We'll gladly quote prices and terms.  
**Atlas Mfg. Co.**  
 New Haven, Conn.

  
**How can we do it?**  
 That's what we want to tell Western hardware dealers—how we can sell the EZE-FIXT pump for the same price or less than the ordinary pump which freezes. Write for our circular which tells all about this. We sell only to the trade.  
**RICHMOND PUMP CO.**  
**WINNIPEG**

**M Y E R S**  
 Barn Door Hangers Hay Unloading Tools  
  
 Pumps All Kinds Hay Rack Brackets, etc.  
**F. E. Myers & Bro., Ashland, Ohio**  
 J. H. Ashdown Hardware Co., Limited  
 Winnipeg and Calgary  
 Lewis Bros., Limited, Montreal

  
**THE STURDY SIFTER**  
 The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by  
**THE COLLINS MFG. CO.**  
 415 Symington Avenue, - Toronto

*If interested, tear out this page and keep with letters to be answered.*



## IRON AND STEEL

Drills, Auger Bits, Files, Hack Saws, Sand Paper, Emery Cloth.  
Cap and Set Screws.

Anvils, Vices, Blowers, Forges, Waste.

Bolts, Nuts, Washers, Cotter Pins, Lock Washers,  
LET US QUOTE YOU.

### WILKINSON AND KOMPASS

TORONTO

HAMILTON

WINNIPEG

WE SHIP PROMPTLY.

## CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

## TARRED FELT

SPECIFY  
DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

MONTREAL



## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.  
Torrington, Conn., U.S.A.

## Pumps that Carry Good-Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

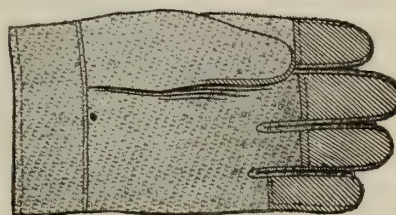
They are metal —  
hand-fitted valves —  
air-tight — strong —  
lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



WRITE

The R. McDougall Co.,  
LIMITED  
GALT, CANADA



They  
Sell all  
Summer

**TAPATCO** COTTON  
REGISTERED BRAND TRADE MARK GLOVES

Are fine for the gardener. More porous than leather; they are cooler.

They likewise are used by many farmers for their comfort and coolness—for stable work and for field use.

The woman in the house likes them—for her many tasks in which hands must be saved from hurt and dirt. Motorists, cyclists, and others like them—all have use for cotton gloves.

They are cheap—that is a big point in their favor, and they make repeat sales.

This is why you should keep a stock on hand always. But have our brand—for their worth.

Jobbers supply our Gloves. If you have difficulty, write us. We will tell you where to get them.

The American Pad & Textile Co.  
CHATHAM, ONT.



# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN  
CANADA



It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.

## A Timely Suggestion Preserving Time is Scale Time

Secure the appreciation of your customers by selling

### Chatillon Scales

We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

**JOHN CHATILLON & SONS**

85 Cliff Street

New York City

Scale Makers since 1835

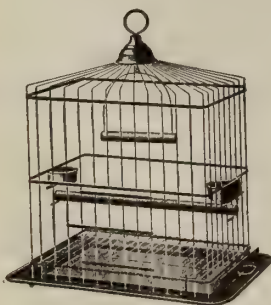
## Brooms of Quality

may always be had by ordering our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**

HAMILTON and WINNIPEG



## "HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

**THE ANDREW B. HENDRYX CO.**

New Haven, Conn.



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# THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL  
COMMERCIAL FORMS

CANADIAN HEAD OFFICE :

60 WEST FRONT STREET TORONTO

Eastern Agents: Spielmann Agencies Montreal



## High Quality TOOLS

that you'll find  
very profitable

A complete assortment of  
Beveled Edge Shank and  
Socket Chisels, Pattern  
Makers' Chisels and  
Gouges, and Handled  
Turning Tools.

Write for catalog and full  
particulars.

**Buck Brothers**

Milbury, Mass., U.S.A.



## PEERLESS ORNAMENTAL FENCING

*It's Made of Heavy Open Hearth Steel Wire*

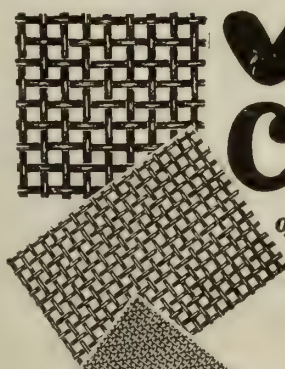
with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. Peerless fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's worth a stamp. Send today.

The Banwell-Hoxie Wire  
Fence Co., Ltd.

Winnipeg, Man.  
Hamilton,  
Ontario



## Wire Cloth

of every description



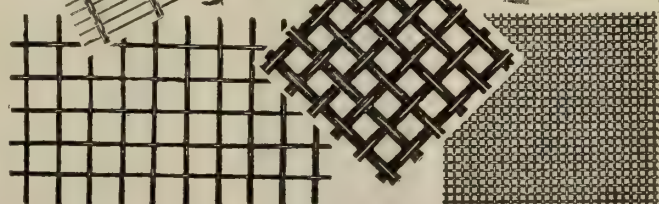
Our Double Crimp  
process of weaving en-  
sures a very rigid fab-  
ric. Our production is  
second to none. Our  
prices are right.

WRITE FOR CATALOG.

**Canada Wire & Iron  
Goods Company**

Hamilton, Ont.

Eastern Representative,  
H. E. O. Full, 184 Mance  
St., Montreal, Que.



## Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

*If interested, tear out this page and keep with letters to be answered.*



# Faultless Casters

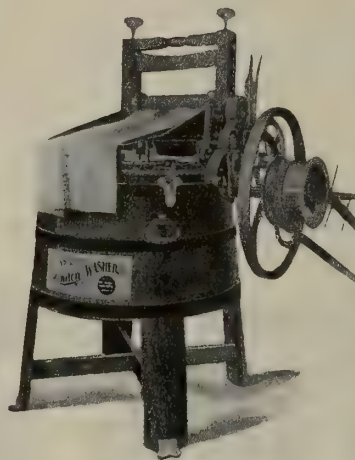
have established themselves with manufacturers and jobbers who specify more than mere rollers. No other caster has the quality, workmanship or design which is contained in the FAULTLESS CASTER. We manufacture roller-bearing plate Improved New Idea, Metallic Bed, Furniture and Hospital Casters with various sizes and styles of wheels—2500 in all.

## Faultless Caster Company

Evansville, Indiana



# The London No. 4 Family Power Washer



The Ideal Washer where there is a gasoline engine or other power. It washes and wrings at the same time, and should the power give out it can be operated by hand lever in the same manner as our "LONDON" No. 1 High Speed Lever Washer.

Smooth running and silent because we machine main gears, and the wringer runs on ball-bearings.

We also manufacture a full line of wheelbarrows.

Write for prices.

The London Foundry Co., Ltd.  
LONDON, ONT.

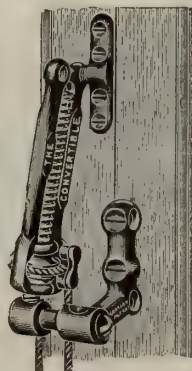
# JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.  
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple  
Effective  
Compact



1796 Iron  
3/8 screw ... 4/  
1/2 screw ... 6/6  
1795 Brass  
3/8 screw ... 5/6  
1/2 screw ... 8/6  
1797 Gun Metal  
3/8 screw ... 6/6  
1/2 screw ... 10/6  
each.

Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND NAVAL  
BRASS FOUNDRY**

Original Patentees and Manufacturers of  
Cartland Patent Helical, Climax, Adjustable and  
Reliable Door Springs

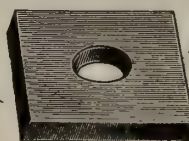
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.  
Our new Catalogue, fully illustrated, mailed free on application to  
Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.  
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

# Wrought and Steel Plate WASHERS

of all descriptions



Round & Square  
Plain or  
Galvanized

Annealed  
Rivet Burrs.  
Felloe Plates.  
Sheared and  
Punched Plates.  
Malleable Washers  
and Cast Iron Washers.

Prompt Shipments

**Wrought Washer Mfg.  
Company**  
Milwaukee, Wis.

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## CANADA SANITARY CAN

For Ashes  
Garbage and  
General  
Purposes



2 sizes—14x15 and 15x17

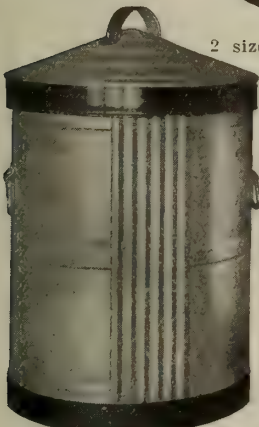
Strength and durability are something that everybody looks for in a garbage can.

YOU'LL FIND "CANADA" CANS GOOD SELLERS because they are reinforced with metal staves so as to withstand to the greatest possible extent the abuse to which such cans are subjected.

"Canada" Cans are sanitary. The inside is free from dirt-catching corrugations.

"Canada" cans are distinctly finished. They appeal to customers at first sight.

Sold by all leading jobbers.



2 sizes—16x22 and 18x26



3 sizes—16x27, 18x27 and 20x27

### J. SAMUELS

275 Queen St. West, Toronto

NOVA SCOTIA STEEL  
& COAL CO., Limited,  
NEW GLASGOW, N.S.

Manufacturers of

## FERRONA PIG IRON

and SIEMENS-MARTIN

### OPEN HEARTH STEEL

# LONDON

## HIGH GRADE

Never Varies  
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

**London Rolling Mill Co., Ltd.**

LONDON

Sales Agents

CANADA

Manitoba, Bissett & Webb, Ltd., Winnipeg.

British Columbia, MacPherson &

Teetzel, Vancouver

# BAR IRON



## NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL  
METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

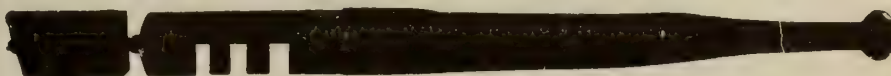
Send Inquiries Direct to Us.

## The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal.

*If interested, tear out this page and keep with letters to be answered.*





## "National" Hack Saw Frames

A line that is unique for its profit and re-order-producing qualities.

Neatly finished and nickel-plated. Packed half a dozen in a box without blades.

**National Machinery  
& Supply Co., Limited**

HAMILTON - CANADA

Positively guaranteed.



## The INFALLIBLE GLAZIER'S DIAMOND

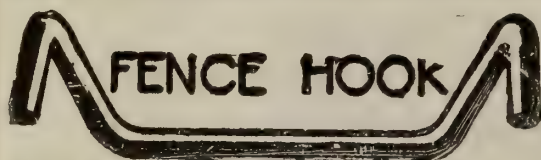
Just the Tool for Inexperienced Glass Cutters

Made by

**A. SHAW & SON, - London, Eng**

Hale Brothers, Canadian Agents, 3 St Nicholas St., MONTREAL

## **GALVANIZED FENCE HOOK** FOR FASTENING WOODEN PICKETS ON WIRE FENCES



**FENCE HOOK**

WIRE NAILS, COILED  
SPRING BARB and PLAIN  
FENCE WIRE, OILED and  
ANNEALED WIRE, CLOTHES  
LINE WIRE, STAPLES, etc.

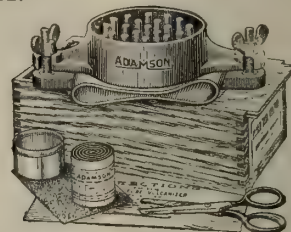
The Western Wire and Nail Co., Limited, London, Ont.

## **ADAMSON VULCANIZERS**

MADE IN CANADA

Embody an exclusive principle of operation—no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. No danger of burning or ruining the tires as with other vulcanizers. Saves 90% of "tire troubles" and doubles the life of the tires.

THE SPEED AND THOROUGHNESS OF ITS WORK MAKES BIG DEMAND. AND EVERY SALE NETS YOU A HANDSOME PROFIT.

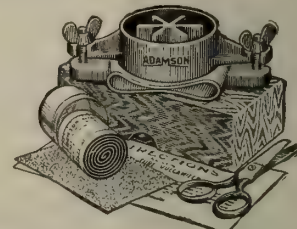


MODEL "T"—FOR INNER TUBES ONLY.

No cement is used, the Adamson Repair Gum is placed on the tube according to directions. The vulcanizer is applied by simply clamping it centrally over the repair gum and tube as illustrated.

To vulcanize the repair, one ounce of gasoline into the vulcanizer and ignite.

IT'S QUICK.



MODEL "M" — ESPECIALLY ADAPTED FOR REPAIRING MOTORCYCLE, BICYCLE, FORD AND CYCLE CAR TUBES.

This vulcanizer operates the same as Model "T" but is smaller.

It is designed for repairing 3½ in. tubes and under.

IT'S QUICK.

**ADAMSON MFG. CO.**

67 Bay St. North, Hamilton, Ont.

## BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

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## Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

### WANTED

**WANTED — AN EXPERIENCED** Hardwareman, capable of taking charge of up-to-date hardware in Western City, with object of taking interest in business if everything is satisfactory. Must be thoroughly reliable, good appearance, first class salesman. State nationality, married man preferred. Salary, \$2,300 per year. Apply in first instance by mail only to Editor, Hardware and Metal, Box 289, Toronto. (27)

### FOR SALE

**FOR SALE—IN WESTERN ONTARIO** Village—hardware store, stock and dwelling. Stock about \$4,000; buildings \$3,500; no opposition. Apply Box 290. Hardware and Metal. (27)

**FOR SALE—OWING TO THE DEATH** OF my partner and brother, and my own poor health, I am compelled to give up one of the most profitable hardware businesses in the city of London. Our stock is all clean and up-to-date, and bought at before-the-war prices. This is a rare opportunity for the right man. Apply to W. D. Love, care of The Love Hardware Co., 111 Dundas Street, London. (27)

### MISCELLANEOUS

**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY** installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.



## OAKEY'S

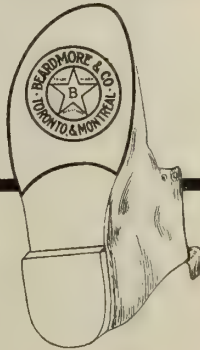
The original and only  
Genuine Preparation  
for cleaning Cutlery  
'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS Limited**  
Manufacturers of

Emery, Black Lead, Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**



## "Star Brand" SOLES AND LIFTS

*wear to a satisfaction that brings  
users back to you  
for their next requirements.*

The quality of our leather is due to many years' experience in tanning and always aiming to produce a better line.

We guarantee Star Brand Soles and Lifts to outwear all others.

If your jobber cannot supply you, write us — we ship quickly.

**BEARDMORE & CO.**  
Tanners  
TORONTO and MONTREAL  
CANADA

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

*If interested, tear out this page and keep with letters to be answered.*

# WIRE NAILS

IN STEEL  
HOOP KEG

Weatherproof

## WIRE BALE TIES

For Baling Hay, etc.

**FENCE STAPLES**  
Bright or Galvanized

**POULTRY NETTING  
STAPLES**

## WIRE

Bright or Annealed

**SPECIAL O. & A.  
WIRE**

**The Laidlaw Bale-  
Tie Co., Limited**  
**HAMILTON, ONTARIO**

A. T. Diggins, Stair Bldg., Toronto, Ont

H. E. O. Bull, Montreal, Que.

Harry F. Moulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.

## CROP PROSPECTS

Every business man is intensely interested in crop prospects in various parts of Canada. Your decision in many important business transactions during the next few months will hinge on the outlook for a big crop. The Financial Post has secured the services of F. M. Chapman, Editor of Farmer's Magazine, to give each week, on the front page of The Post, a general review of crop conditions in various parts of Canada.

We are endeavoring to make this the most reliable and up-to-date review of crop situation published in Canada.

The Financial Post is issued every Friday. Subscription price \$3.00 per year. \$1.50 for six months. Sample copy sent on request.

**THE FINANCIAL POST OF CANADA**  
Published by  
**THE MACLEAN PUBLISHING CO., LTD.**  
143-153 University Avenue, TORONTO



"Hae ye heard whit ma auld mither's postit tae me?  
It fair makes me hamesick," says Private McPhee.  
"And whit did she send ye?" says Private McPhun,  
As he cockit his rifle and bleezed at a Hun.  
"A haggis! A HAGGIS!" sauls Private McPhee,  
"The bravest big haggis I ever did see.  
And think! It's the morn when fond memory turns  
Tae haggis and whuskey,—the Birthday o' Burns  
We maun find a dram; then we'll ca' in the rest  
O' the lads and we'll hae a Burns' Nicht wi' the best."

**I**N the July issue of MacLean's Magazine appears a poem by Robert W. Service, "The Haggis of Private McPhee," which bids fair to prove the most popular piece of verse that the war has produced. Forceful, humorous, written in the swinging measure that distinguishes all of Service's work, this story of the efforts of two braw Scotch soldiers to hold a Burns festival in the trenches will give you a thrill as well as a smile.

Robert W. Service and Rudyard Kipling are the most successful poets, from a commercial standpoint, that the age has produced. Their poems sell the world over. Kipling's "Gunga Din," and Service's "The Shooting of Dan McGrew" are recited everywhere. This is a notable distinction for a young Canadian. Despite the fact that he is just on the threshold of his career, Robert W. Service, with his "Songs of a Sourdough," has made for himself a place in the esteem of the public that no other poet, with the exception of Kipling, has ever enjoyed.

And, when it is said that "The Haggis of Private McPhee" is one of the finest pieces of verse that he has produced, it will be recognized that this is something you cannot afford to miss.

The July issue is distinguished also by contributions from the following famous Canadian writers:

*Arthur Stringer, Agnes C. Laut, Nellie McClung, Arthur E. McFarlane, Anna Chapin Ray and others.*

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## MacLean's Magazine

THE MACLEAN PUBLISHING CO., LIMITED  
143-153 UNIVERSITY AVENUE, TORONTO, ONTARIO





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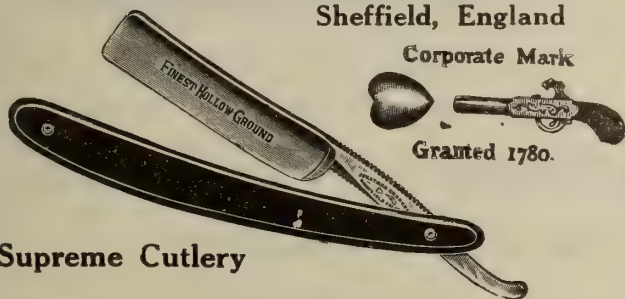
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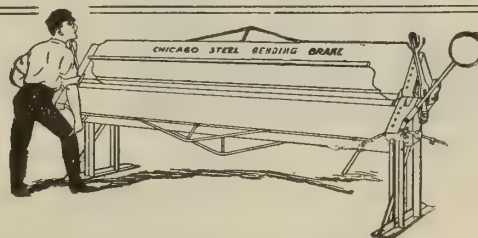
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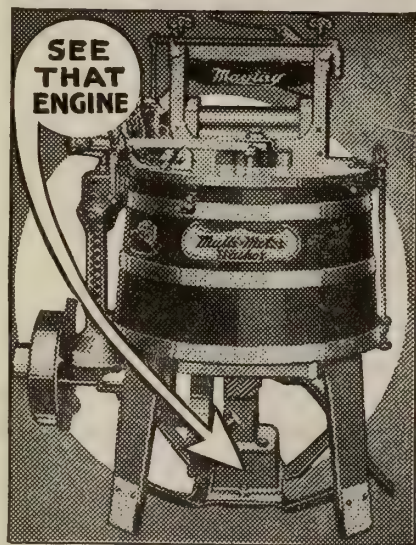
The Steel Bending Brake Works Ltd., Chatham, Ont.



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# A Straight Talk from the Manager

*No. 45*

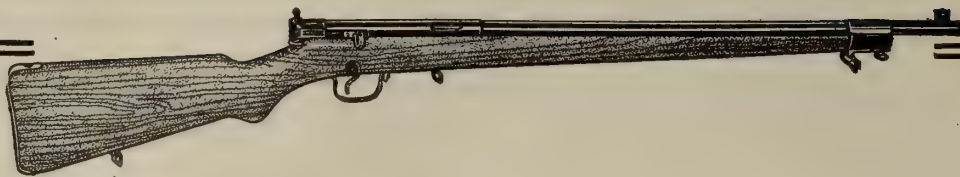
During the past few months our representatives have been asking subscribers all over the Dominion, what department of Hardware and Metal is most valuable to them.

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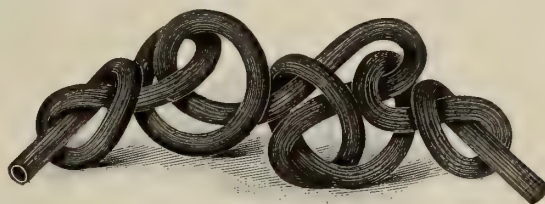
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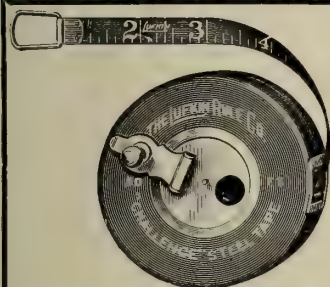
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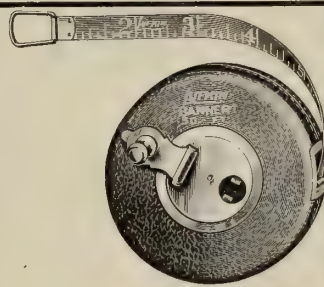
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It has *Instantaneous* Readings.  
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Combination shipments Black and Galvanized a specialty with us.

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Look for Talk No. 58 next week.

**DOMINION SHEET METAL CO., Ltd.**  
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189







*Stephens*

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The best ingredients are used in their manufacture and every step is guided by years of experience.

We know that Wa-Ko-Ver Stains stand "head and shoulders" above others—and a trial will convince you.

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PAINT AND VARNISH MAKERS

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Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888  
No. 29

July 15  
1916

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No. 115 Saw for cutting electrical conduit pipe, brass stock, light angle iron and channel iron.

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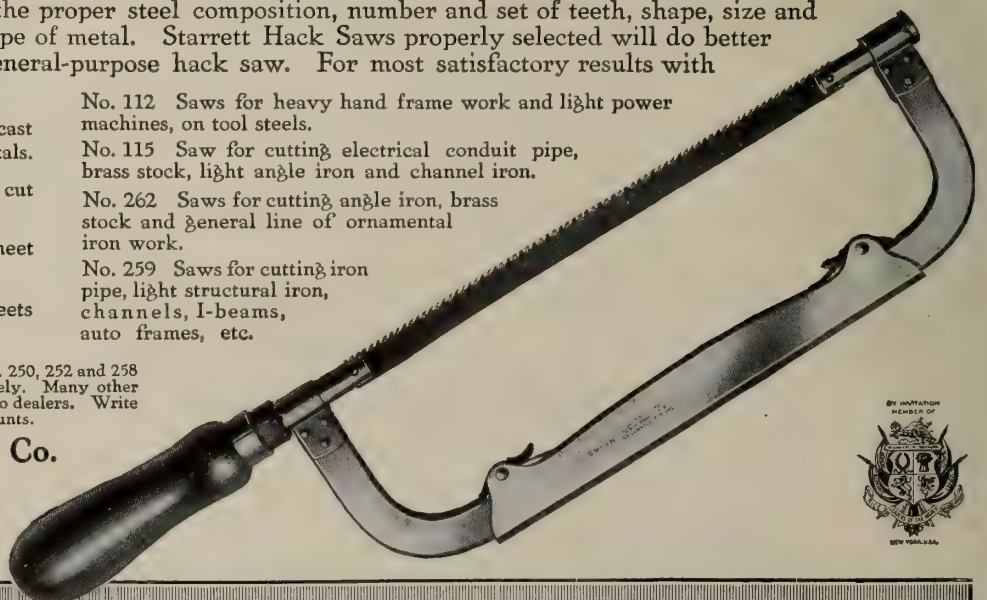
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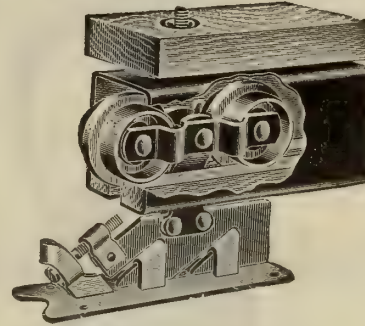
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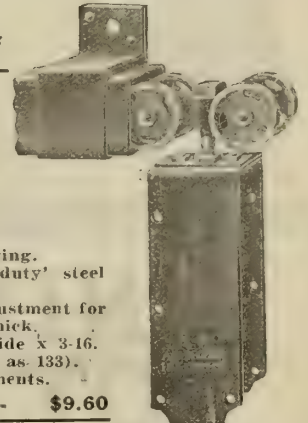


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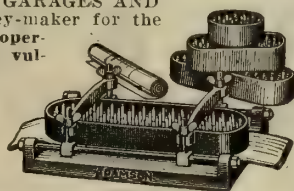
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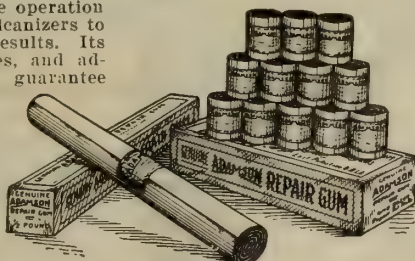


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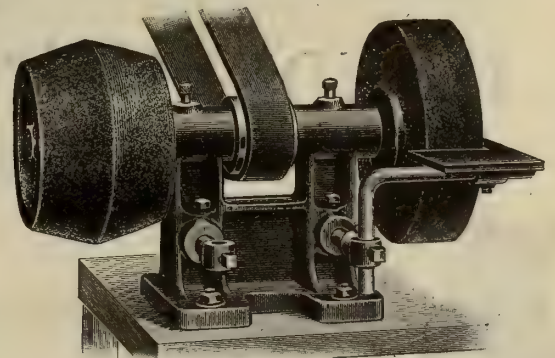
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We recommend these grinders to the trade as most  
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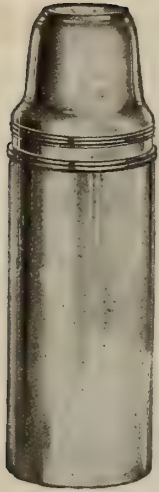
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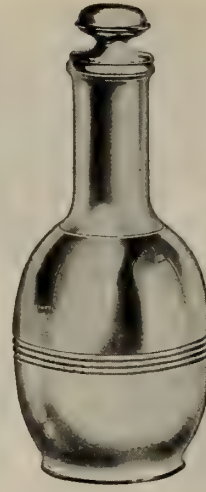




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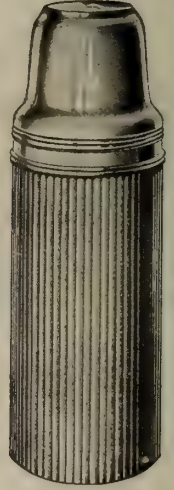
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Four cups are  
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in all.



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Wax Finished and Labeled.  
30, 32 and 36-inch Best Hickory.  
Guaranteed all White and of Uniform Quality.  
Each Handle in a Paper Bag.  
Two Dozen in a Crate.  
The Best Handle it is possible to produce.



**Black Diamond—Double Bit.**  
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**High Class Axe Handles**

from our large stock



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36 inch. Hand Shaved Second Growth Hickory; White with some Red Streaks.  
Free from knots and brashy streaks. Wax Finished and Labeled.  
Each Handle in Paper Bag; Two Dozen in a crate.  
A Fine Handle, of which there has been no complaint.



**Indiana—Single Bit Only.**  
36 inch; Factory Run of Mixed Red and White Hickory with a few Streaks and Spots.  
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36-inch First Quality Oak, Labeled.



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**Pioneer—Single Bit**  
32 and 26 inch.

Machine turned Hickory of  
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Spots and Streaks. Polished  
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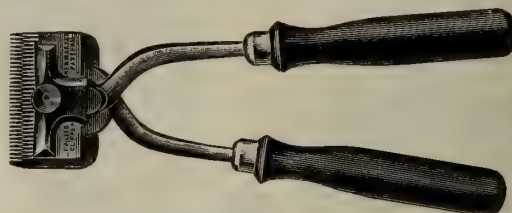
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present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

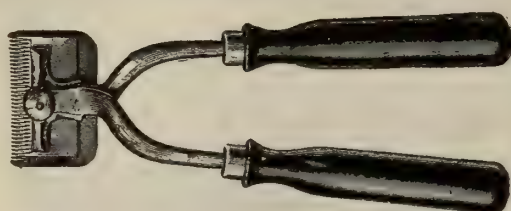
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



**BALL BEARING**  
Retailing at about \$2.50.

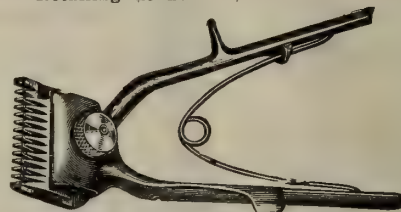


**NEW MARKET PATTERN**  
Retailing at about \$1.75.



**LENOX**  
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.

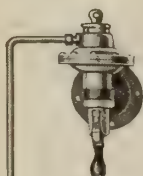


**Hunter, Fetlock and Dog Clipper**  
Retailing at about \$1.50.

**A. MacFARLANE & CO., Coristine Bldg., MONTREAL**

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

**The Distant Control**



## The "STACK"

### Distant Control System

gives control of the water heater from any part of the house.

It is an attachment (supplied with the Stack Heater) that enables you to light the gas from your kitchen or bathroom or bedroom, even if the heater is located in the basement. If you are downstairs (at the heater) and want hot water for the laundry or any household purpose, turn on the control at that point, and the heater is instantly in operation.

IT FILLS A LONG-FELT WANT FOR A LOW-PRICED AUTOMATIC CONTROL AND FOR THIS REASON IT WILL BE IN BIG DEMAND.

## Stack Water Heaters

Are guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

Drop a line for full details.

**James Morrison Brass Mfg. Co., LIMITED**  
93-97 Adelaide Street West, TORONTO



*If interested, tear out this page and keep with letters to be answered.*



*"Quality* **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

1885 "QUALITY FIRST" 1916

*It Has Paid Us and Will Pay You*

We can always give you prompt shipment of  
**"EMPIRE" Corrugated Iron**

PAINTED OR GALVANIZED—STRAIGHT OR CURVED  
 ALL SIZES AND GAUGES

Always big stocks, including

**Corrugated Ridge Cap, Hip Cap, Flashings, etc.**

*THE QUALITY HOUSE IS SAFEST—THINK OF SAFETY FIRST*

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**

# A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



**H&R ARMS CO**

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel  
 28 Gauge, 26 or 28 inch Barrel  
 .45 Caliber, 26 inch Barrel  
 .44 Caliber, 26 inch Barrel  
 .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame

Leading Hardware and Sporting Goods Jobbers can supply.

**Harrington & Richardson Arms Company**

715 Park Avenue,

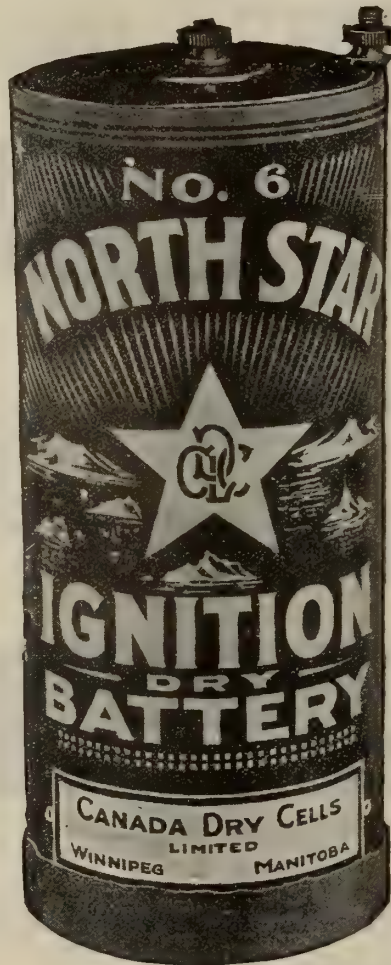
Worcester, Mass., U. S. A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

*If interested, tear out this page and keep with letters to be answered.*



A battery that makes  
**Repeating Sales**



## "North Star" Dry Cells

are unique in their recuperating powers and durability.

Once tried, they're always used.

THE WESTERN BATTERY FOR THE WESTERN NEED. Your Jobber will supply you quickly. Write him now.

**Canada Dry Cells, Limited**  
Winnipeg, Man.

*Mr. Dealer: Here's Your Chance to Make Your Store Headquarters for Best Trade.*

## PEERLESS Poultry Fencing

Not Mere Poultry Netting

Here is a fence you can sell.

Stands up straight, stretches flat, all wires of even length.

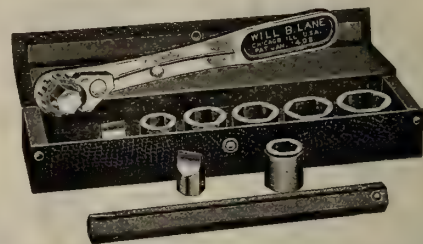
Made of Open Hearth Steel Fence Wire—tough, elastic, springy—will not snap or break under shock or atmospheric changes. Our method of galvanizing prevents rust. Will not flake, chip or peel off. The joints are securely held with the "Peerless Lock" and can be erected on the most uneven ground without buckling, snapping or kinking. The heavy stay wires prevent sagging and require only half as many posts as other fences. Keeps all animals out, confines the smallest chicks, they can't get through.

**Valuable Territory Open to Good Dealers**

We still have many fine openings for good reliable dealers. If you want to be the leading fence dealer in your locality, write at once. Never has there been a better time to sell quality fencing. You can make your store headquarters for the best trade. Don't fail to write and get our Dealer's Proposition.

**THE BANWELL-HOXIE WIRE FENCE CO., Ltd.**  
Winnipeg, Man. Hamilton, Ont.

## LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

**THE FORD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.



**STANDARD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from 1/4 to 1/2 in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to 3/8 in.

WRITE FOR PRICES.

**WILL B. LANE, 180 North Dearborn Street ILL. CHICAGO**

Carried in stock by: Lewis Bros., Ltd., Montreal; Marshall-Wells Hdwe. Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton; J. S. Mitchell & Co., Sherbrooke; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance, Ltd., Hamilton; Wood, Vallance, Ltd., Toronto; Wood, Vallance & Lewis, Calgary.

*If interested, tear out this page and keep with letters to be answered.*



# "It Pays To Advertise"

Thus ends a Plymouth dealer's letter in which he states, "We have the sample hanging close to our coils of rope and have no trouble in getting from 1 to 2 cents a lb. more for the rope than we could before."

The hank of Manila fiber referred to and shown here is one feature of the effective advertising service we furnish free to Plymouth dealers. If you sell Plymouth Rope, this advertising will help you to sell more.



**PLYMOUTH CORDAGE COMPANY**  
NORTH PLYMOUTH, MASS. WELLAND, CANADA  
**INDEPENDENT CORDAGE CO., LIMITED**  
TORONTO, CANADA CANADIAN SALES AGENTS





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges .....	" " "	SC 904
Heavy Strap Hinges ....	" " "	SC 209
Heavy Tee Hinges .....	" " "	SC 609

Corrugated Strap Hinges "	" "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.  
Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

OFFICIAL  
AWARD  
RIBBON



PANAMA PACIFIC  
INTERNATIONAL  
EXPOSITION  
SAN FRANCISCO  
1915

*Charles H. Smith*  
PRESIDENT

*A. H. S. S. S.*

EXHIBITOR OF THE SUPERIOR, MARY

*John G. Barker*  
DIRECTOR OF EXHIBITS

*Orlando B. Back*  
SECTY OF THE INTERNATIONAL  
AWARD SYSTEM

**MEDAL  
OF  
HONOR**

DEPARTMENT OF  
MANUFACTURES AND  
VARIED INDUSTRIES

*Charles H. Smith*  
CHIEF

## TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

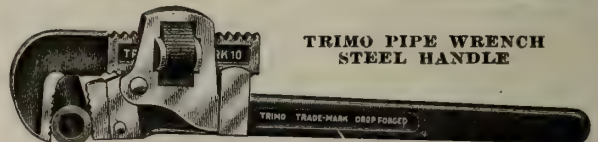
SEND FOR CATALOG  
NO. 55.

**TRIMONT  
MFG. CO.**

55-71 Amory Street  
Roxbury, Mass.  
U.S.A.



TRIMO PIPE WRENCH  
WOOD HANDLE



TRIMO PIPE WRENCH  
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY  
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.





**Quality**

**Service**

# **The Steel Company of Canada, Limited**

## **PRODUCTS**

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### **FORGINGS**

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
Top Goods, Etc.

### **WIRE, ETC.**

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered Liquor  
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire  
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### **RAILWAY FASTENINGS**

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### **NAILS, SPIKES, RIVETS, ETC.**

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### **POLE LINE HARDWARE**

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### **BOLTS, NUTS AND WASHERS**

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### **WROUGHT PIPE**

Black and Galvanized Nipples and Couplings.

### **SCREWS**

Wood and Machine Steel, Brass and Bronze.

### **LEAD PRODUCTS**

Lead Pipe, White Lead, Shot and Putty.

# **The Steel Company of Canada, Limited**



**HAMILTON TORONTO**



**MONTREAL**

**WINNIPEG**





# If Spare Time Means Dollars to You

If an extra \$5.00 or \$10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

We need bright, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and **secure** your district. If you are looking for an increase in wages, to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

We need a man in your home town to represent us, and for that **service**, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

Address

**THE MACLEAN PUBLISHING CO.**

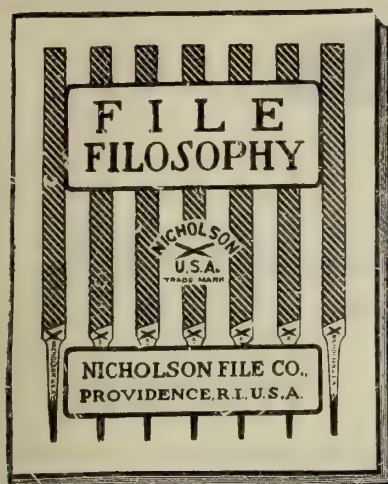
Dent. H. M.

TORONTO

-

CANADA





## You Should Have a Copy

We want to put into the hands of every reader of Hardware and Metal a copy of this little booklet. It is worth reading because it emphasizes the up-to-date manufacturer's appreciation of files, and the part files have in developing efficient shop practice.

We have spent many years educating manufacturers, shop superintendents and workmen that it is wasteful to use a file when it has reached its "inefficient point." The result has been a wonderful increase in the demand for the Famous Five files.

**Kearney & Foot, Great Western,  
American, Arcade, Globe**

(Made in Canada)

Dealers who have been selling the Famous Five have had remarkable demand for their full lines, so much so that they sell 90% of the files sold in Canada to-day.

**NICHOLSON FILE COMPANY, (Jobbers Everywhere) Port Hope, Ont.**

## See That Coupon

**I**F that *same coupon* pointed to a \$50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra \$5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

**Tear It Here. Mail It To-day.**

**The MacLean Publishing Co.  
LIMITED**

143-153 University Avenue

**TORONTO**

**ONTARIO**

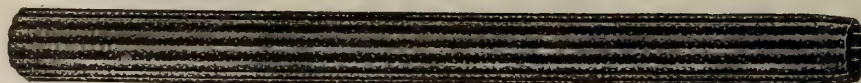
The MacLean Publishing Co., Limited,  
143-153 University Avenue, Toronto, Ont.

Gentlemen,—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right,—Rush full particulars. I'm interested.

Name .....

Address .....





Our Conductor Pipe and Eavestrough fit easily  
and require little solder.

Elbows, Skylights, Valleys, Ridge Roll, Ventilators and CORRUGATED IRON.

We also carry a large stock of Galvanized Sheets.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**

## BUFFALO BRAND



## Oils, Lubricants and Specialties

are

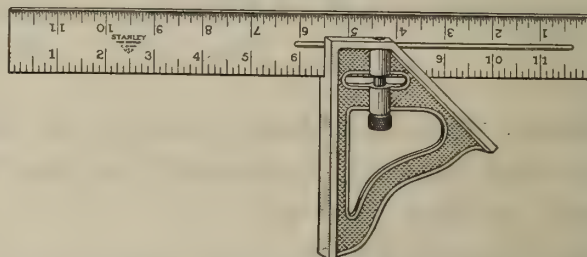
The **ONLY** Oils in Western Canada which  
are not sold direct to consumers.

The **ONLY** firm who protects the Dealer  
in this way is

**Prairie City Oil Company, Ltd.**  
WINNIPEG, MAN.

Place your order with the one and only firm who has  
your interests at heart, and protects you in this way.

**Stanley  
Tools**



## Stanley Adjustable Try and Mitre Square No. 21

The Blade is adjustable, and as it can be  
reversed, provides any size of try or mitre square  
within the capacity of the tool. In reversing,  
it is not necessary to remove the blade from the  
handle, consequently the tool is always assem-  
bled and ready for use.

The edges of the Blade are machined, gradu-  
ated in 8ths, 16ths and 32nds of inches, and the  
tool is square inside and out.

Both Handle and Blade are nickel-plated.  
Made in three sizes—6—9—12-inch blades.

*Send for special circular.*

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists  
therein. We give you the best there is  
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**

9 and 11 Pitt St. East, Windsor, Ont.



*If interested, tear out this page and keep with letters to be answered.*



# STAINLESS

## TABLE I·XL CUTLERY

Manufactured by  
**GEO. WOSTENHOLM & SON**

4618T



4618T

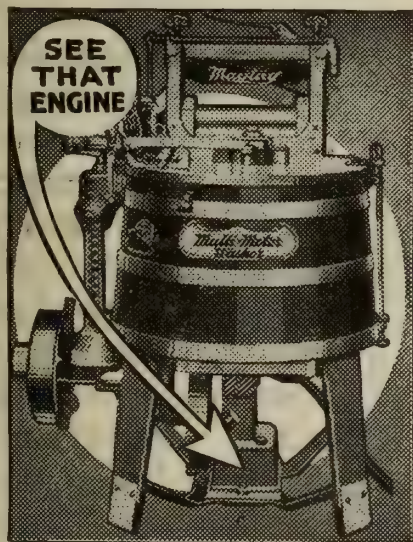
Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath-brick and knife-cleaning boards.

Can be used on fruit or anything containing acids without fear of rust or terrible stains.

Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

**GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE**

**A. MACFARLANE & CO., Montreal, Canadian Representatives**



The Maytag Multi-Motor Washer Complete with Engine and Swinging Wringer.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

The Maytag Hand Power Washer Makes Easy the Heaviest Family Washing.



In addition to the above are two other washers, "The Maytag Power" equipped with pulley to be run with separate engine, and "The Maytag Electric" which are the

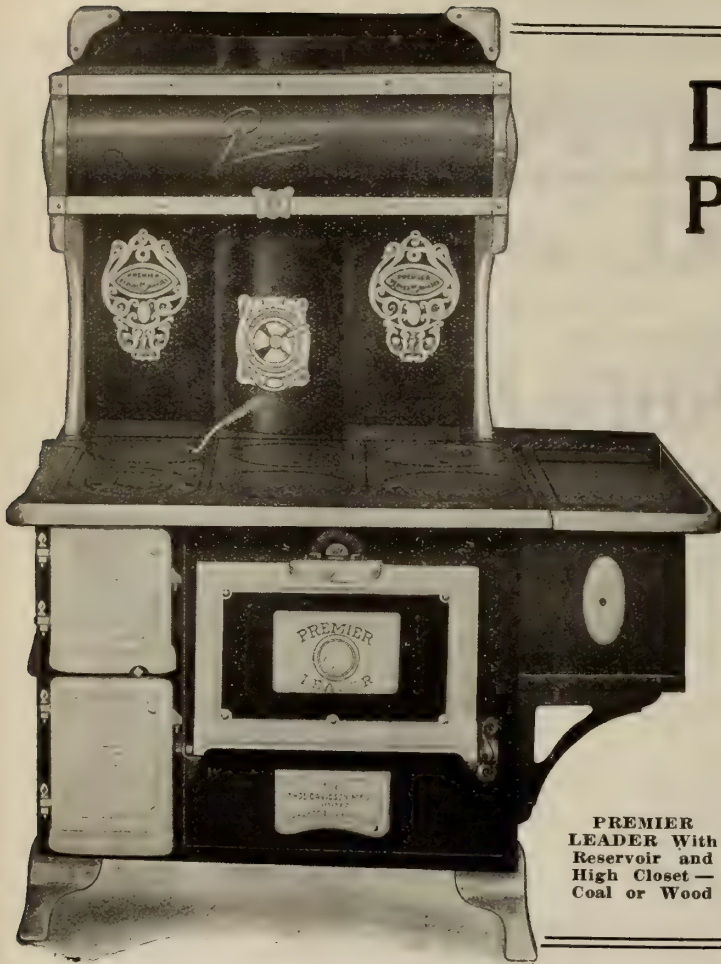
## Four Best Washing Machines in the World

Write for prices and particulars re exclusive contract and do it to-day—NOW.

## The Maytag Company, Limited, Winnipeg

*If interested, tear out this page and keep with letters to be answered.*





**PREMIER  
LEADER With  
Reservoir and  
High Closet —  
Coal or Wood**

# DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.  
Company, Limited**

**Toronto**

**MONTREAL**

**Winnipeg**

## QUALITY FIRST

**Easy to  
Sell**

**Good  
Profit**



### The Strathcona

The frame of this saw is manufactured from selected hard white maple, and is of extra heavy construction; is well braced by a double riveted crossbar, and finished in light vermillion enamel. The rod is of extra weight, with a buckle almost double that of any other make. The blade is manufactured from the best crucible steel, with mirror finish, and the teeth are our new lance pattern, which is noted for easy and rapid work. Our process of tempering gives a keen cutting edge with a durability not equalled by any other make of saw. Every part of each saw is fully guaranteed. Put up in half-dozen cases.

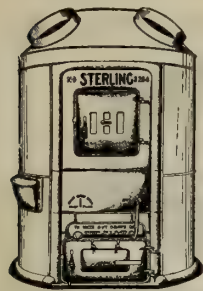
**R. H. Smith Co., Ltd., St. Catharines, Ont.**

Established 1855

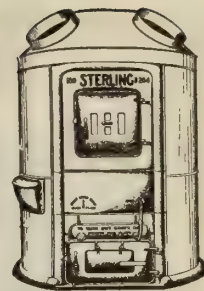
The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

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# STERLING FURNACE

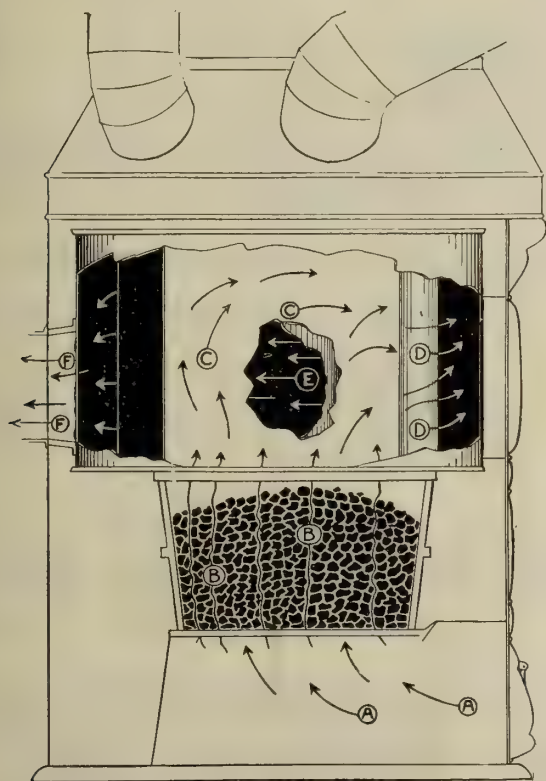


CARLETON PLACE

WINNIPEG

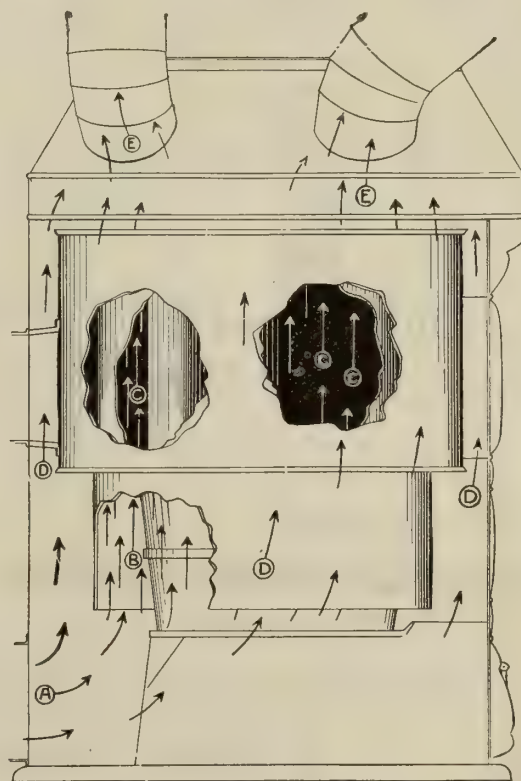
## Study These Diagrams

**A** FURNACE has two principal functions: 1. To get the heat out of the coal to the maximum; and 2. To deliver this heat to where it is required in full measure. A third essential of a good furnace is to economize the fuel and a fourth is to provide a heated air with a proper amount of moisture. The Sterling Furnace, judged by these four tests, is perfect. Note these two illustrations and the interpretive inscription under each.



One air current passes through the Draft Door in front, passes through the Ashpit "a," then through the Coal "b," and out into the Combustion Dome "c," where it mixes with the gases and burns them; finally into the Radiator "d," and round through the Radiator "e" into the Smoke Pipe "f," and so up the Chimney. This air is used only for combustion. It cannot enter the rooms.

This Heat-Retaining Apron feature of the STERLING FURNACE is distinctive. Repeated tests have shown the heat-delivery capacity of the Sterling Furnace to be from one-fifth to one-half greater than ordinary furnaces, and the greatest single reason for this is that wonderfully simple device, the HEAT-RETAINING APRON.



The other air current enters through the Air tube "a." In the Sterling Furnace it is here divided into two distinct streams. The fast-moving air passes inside of the Heat-Retaining Apron "b," rising between the Radiator and Combustion Dome "c." The slow-moving air goes up outside the apron "d." Both currents then join again at the top and enter the pipes "e" which conduct the warmed air to the rooms.

### WATCH THIS SPACE NEXT WEEK

when we will have something further to say concerning this wonderful advance in furnace construction, namely—the "HEAT APRON," which means less COAL burned, with more heat and a better class of heat.

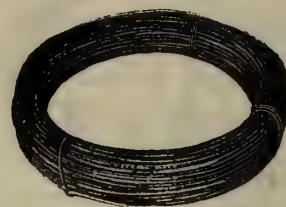
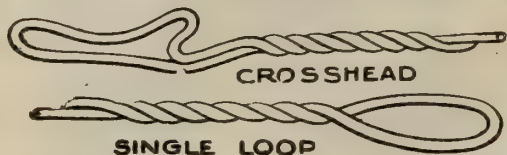
**Findlay Bros. Co., Ltd.,** CARLETON PLACE AND WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*



# Headquarters for High Carbon Bale-Ties and Baling Wire

Also Manufacturers of **NAILS and WIRE**  
all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont.  
Harry F. Moulden, Winnipeg, Man.

H. E. O. Bull, Montreal, Que.  
Geo. W. Laidlaw, Vancouver, B. C.

## Something Every House-keeper Should Buy

### THE MONITOR ROTARY LAWN CLOTHES DRYER.



It carries 150 ft. of Line and every line is within easy reach. Stand in one spot to hang out a large wash.

No tramping through the mud, carting a heavily loaded clothes basket around the yard.

### The Lines Come to You

No soiled clothes. No dirty lines. No obstruction on lawn or yard. No trouble to set up or take down.

2 styles { "A" 105 Ft. Line  
              { "B" 150 " "

MADE BY

**Cummer-Dowswell, Limited**  
HAMILTON, ONT.

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hickory, nicely finished.

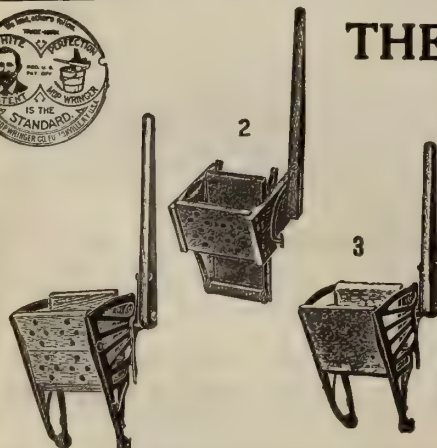
All leading Jobbers stock them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.



## THE WHITE MOP WRINGERS *Excel*



because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

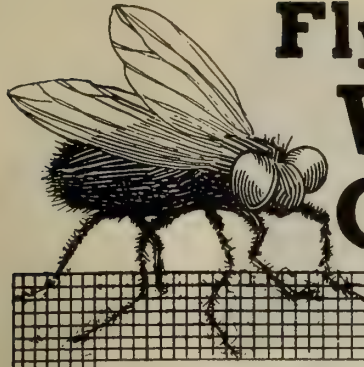
*Apply to them or to us.*

**WHITE MOP WRINGER CO.**  
FULTONVILLE, N. Y.



*If interested, tear out this page and keep with letters to be answered.*





# Fly Screen WIRE CLOTH

**O**UR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

*Sold by all Jobbers.*

**Order your supply now.**

*Catalog on request.*

**CANADA WIRE & IRON  
GOODS CO.**

**Hamilton, Ont.**

**Eastern Representative:**

**H. E. O. BULL**

**184 Mance St., Montreal, Que.**



**I  
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**I  
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## For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

### FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. "IDEAL" is made as represented. **EVERY PURCHASER IS A SATISFIED CUSTOMER.**

### The "IDEAL" SPECIAL SALES PLAN

allows you to compete with "Mail-order-houses." No investment—no handling—no collections. You make a profit on every sale. You retain and strengthen your connection with the farmer.

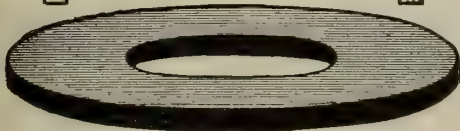
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**The McGREGOR-BANWELL FENCE CO., Ltd.  
WALKERVILLE, ONT.**

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AND  
SQUARE**

**PLAIN  
OR  
GALVAN-  
IZED**



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**Wrought Washer Mfg. Co.  
MILWAUKEE, WIS.**

## Did it ever occur to you

that each of those ten-inch Hack Saws you pass over the counter has one hundred and eighty teeth.

¶ And that the failure of a few of them might be laid to your account as the Dealer who sold the saws.

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¶ There are two ways of cutting teeth. One is cheap and fast. It consists of punching the teeth out of the solid blank. The great disadvantage is that it fractures the steel and thus weakens the tooth.

¶ The other way is to pack the blanks into the bed of a milling machine and mill the teeth. This is more expensive. Milling Cutters cost quite a lot more than punches. It is slower, as the teeth are cut out and not stamped out. But it gives a tooth that will stand up and give consistently good service, and that's what you're after to maintain your reputation.

¶ Another apparently little thing—but it counts—heavily.

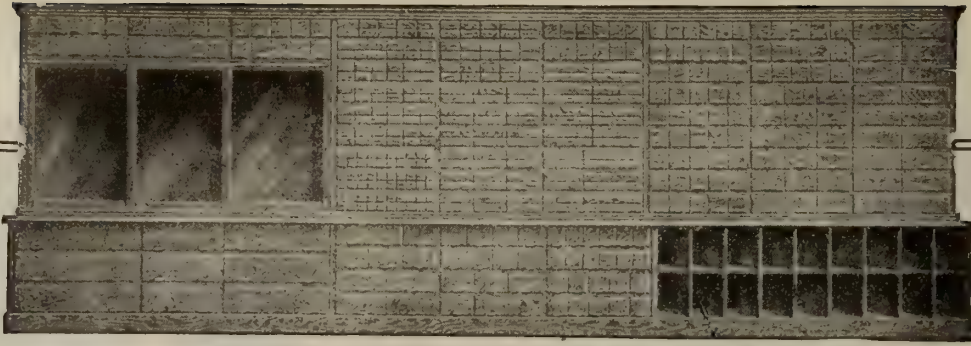
**VICTOR BLADE—CANADIAN MADE.**



**Victor Saw Works, Ltd.  
HAMILTON, ONTARIO**

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Send for illustrated catalogue, it will interest you.

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Write for catalog and full particulars.

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Milbury, Mass., U.S.A.



The G.G.G.  
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## Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

**The Imperial Mfg. Company**  
Welland, Ontario

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**We regard the fine co-operation of the hardware trade as one of EVEREADY'S greatest assets.**

The livest hardware dealers in the country have built for themselves a steady, growing trade in EVEREADY Lights and "repeats" for Tungsten Batteries and Mazda lamps. Displaying this line brings people into your store.

Window displays like this constantly bring new trade. If you are interested in getting a share of this permanent trade or in extending your EVEREADY sales, write us.

Do you handle EVEREADY Dry Cells? You ought to.

**Canadian National Carbon Co.,**

LIMITED

TORONTO

ONTARIO



# EVEREADY FOR PROFITS

Send me complete information about Eveready introductory order proposition.

Name .....

Address .....

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## WHY NOT GET THE BEST?

When spending your money or suggesting to others the spending of money for Rubber Goods, why not insist on the best.

In that respect you run no risk when your choice is from the

## DOMINION RUBBER SYSTEM

Dependable quality in the Rubber Goods we manufacture for the Hardware Trade is an assured fact, and back of all is our unequalled service which always gives satisfaction.

No matter what the need in rubber may be, write to our nearest Branch or direct to our Head Office.

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**Canadian Consolidated Rubber Co., Limited**  
**MONTREAL, P.Q.**

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**28 "Service" Branches Throughout Canada**

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# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII.

TORONTO, JULY 15, 1916

No. 29

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## UNFORTUNATE and UNNECESSARY

No one cares to take the chance of having a sudden wind slam the door against the car while entering or leaving the garage because this means smashed glass, broken lamps, bent mud guards, and other useless expense.

That's why the Stanley Garage Door Holder sells so easily. Everyone sees its value at a glance. It locks the door open. This is now a staple article for every hardware store. If you have not as yet stocked it you are missing splendid, profitable sales.

Write to-day for latest catalog on Stanley Garage Hardware. It's worth careful reading.

# Stanley Works

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CONN., U.S.A.

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Canadian Representatives:

A. McFarlane & Co., Coristine Bldg., Montreal



Every inch of

## "QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized.  
This means uniform wear.

John Lysaght, Limited  
Makers  
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited  
MONTREAL  
Managers Canadian Branch



"DOMINION"

## Charcoal Tinplates

High-Grade Genuine Charcoal Plates  
Tissue Packed.

Specify "DOMINION CROWN"  
on your next order.

A. C. LESLIE & CO., LIMITED  
MONTREAL

If interested, tear out this page and keep with letters to be answered.



## The Value of a Good Business Policy

*A Consistent Policy Followed Out in a Saskatchewan Store Has Brought Success—  
Catalog Issued for Rural Customers—a Broad Guarantee—Rest Room  
for Customers*

Based on an interview by a Hardware and Metal representative with W. W. Cooper of the W. W. Cooper Co., Swift Current, Sask.

**“W**E continue to adhere to a policy of refunding the money for any article, which for any reason, does not suit a customer,” said W. W. Cooper, of the W. W. Cooper Co., Swift Current, Sask. “We have been in business here for twelve years, and during that time we have won the confidence of an exceedingly large number of patrons. We make a close study of the needs of our customers. We buy to the best advantage, and give our customers the benefit of the closest prices consistent with sound business methods.

“Our store is a departmental store,

with several large departments, including hardware, dry goods, stationery, toilet goods, gloves and hosiery, men's furnishings, boots and shoes, furniture, groceries. Among our chief competitors are the large mail order houses, located in distant cities. They ship in their catalogues in large numbers, and their prices on many lines are very attractive. We devote our best efforts towards offsetting this competition and we have been very successful in keeping an exceedingly large share of trade at home.

“We have a large purchasing power, and are therefore able to compete successfully on most lines, with the mail order houses.

### Cooper's Guarantee

“Our guarantee is very broad and we publish it far and wide. It is as follows:

“‘We guarantee every purchase made from us to be entirely satisfactory. If for any reason you are not thoroughly satisfied with any article purchased from us, or if you do not consider you have received good value for your money, we want you to return it at our expense, and your money will be cheerfully refunded. If this guarantee is not broad enough, write one to suit yourself.’

“‘We call our store, ‘The People's Store.’ We really have 12 stores in one.



Interior of store of W. W. Cooper, of Swift Current, Sask. This firm guarantees every article to be satisfactory or money is refunded.



"We extend a hearty welcome to all visitors to Swift Current to make our store their headquarters. When they arrive here we try to make them feel at home.

### A New Department

"The latest addition to the store is a bargain basement. During the short time it has been open to the public it has met with a success that has been nothing short of phenomenal.

"This basement covers a floor space of about 3,000 feet and is beautifully lighted and neatly decorated. A large arch divides the two sections.

"In the north wing tinware and hardware specialties are featured, including refrigerators, stoves and electric appliances.

"In the south wing a large and comprehensive range of crockery and fancy china are neatly displayed. Rows of tables displaying stationery, dry goods accessories, pictures, games, toys, and many other articles makes this department replete with everything generally found in a bargain basement.

### Ice Cream Parlor

"Not the least attractive section in this department is the ice cream parlor—the coolest spot in the city on the hottest day in summer.

### A New Rest Room

"Adjoining the basement a rest room has been installed for the convenience and comfort of patrons. This feature has been greatly appreciated by the public, and has added much to the store's prestige and popularity.

"The aim of this department is to live up to its name and offer to its many patrons seasonable and dependable merchandise at reasonable prices.

### Issued a Catalogue

"In order to place our business and stock, more prominently before the farm trade we recently issued a 32-page catalogue and price list. A page from the hardware section of the catalogue is reproduced herewith. The catalogue was published with a view of improving our service to the rural public, who, we believe, will find that it will facilitate ordering by rural telephone or mail. All mail orders receive prompt attention, and whenever possible, the orders are shipped on the day on which they are received. In acknowledging mail orders, we enclose a neatly printed card measuring  $3\frac{1}{2} \times 5\frac{1}{4}$  inches, printed in two colors and bearing the following: 'Thank you. We appreciate your order—which we hope has been filled to your satisfaction and trust we may be favored with the continuance of your business.' Illustrations have not been used to any great extent in our first cata-

THE W. W. COOPER CO., SWIFT CURRENT, SASKATCHEWAN, CANADA	
WE GIVE THE BIGGEST VALUE THAT	
HARDWARE DEPARTMENT	
<b>ALARM CLOCKS</b>	Can Openers ..... 15c
Baby Ben ..... \$3.00	Carriers, Hay, prices on application.
Big Ben ..... \$3.00	Casters, Red ..... per set 25c
Speedometer ..... \$1.50	Chains, Logging ..... per lb 10c
<b>AMMUNITION</b>	Clothes Line
All Sizes Carried in Stock.	Cotton, soft, for ..... 25c
No. 12—6—20, Regal Brand, per box of 25 ..... 75c	Sisal Waxed, soft, for ..... 25c
No. 12—16—20, U.M.C. Nitro Club, per box of 25 ..... 80c	Sisal Plain, soft, for ..... 15c
Anvils, per lb ..... 15c	Coal, Blacksmiths, per Ton \$13.00
Awls for Harness, 3 for ..... 5c	Compound Welding, 5lb for ..... 75c
Axes, 3½ to 4lb ..... 95c	Cottage Latches No. 2 for 25c
Babbit from ..... 25c to 75c	Damper Stove Pipe, 6 and 7 in. 15c
<b>Bags</b>	Drills all sizes, both for Brace and Machine.
White Cotton, per doz. .... \$3.50	Drive Well Points
X Cotton, per doz. .... \$3.75	1½ x 30 x 60 ..... \$2.75
Oat, per 100 ..... \$10.00	1½ x 30 x 60 ..... \$2.25
Barn Door Track, per ft. .... 10c	Drenching Bit ..... \$2.50
Barn Door Rollers, per pair. .... \$1.00	Elbows, Stove Pipe, 6in. and 7in. 25c
Barrows ..... \$3.50	Faucets, Wood ..... 15c
Navy ..... \$5.00	Felt, Carpet, per lb ..... 6c
Red Garden ..... 15c	Fire Bricks, fit any stove ..... \$1.25
Bars, Crow ..... per lb 10c	Forks, 3 T strapped ..... 75c
Bath Brick ..... 2 for 25c	Glass, Window, all sizes.
Batteries, Dry ..... Prices on application	Glue, Brown, per lb ..... 25c
<b>Boilers</b>	Glue, Liquid, per tin ..... 35c
No. 8 Galvanized ..... \$1.50	35c, 65c, and \$1.25
No. 9 Galvanized ..... \$1.65	Goggles, a pair ..... 25c
No. 9 Copper, pit or flat bottom ..... \$3.00	Grease, Axle
Bolts, all sizes ..... per lb 15c	1lb, Two for ..... 25c
<b>Bowls, Butter</b>	3lb ..... 35c
15in. .... 50c	3lb ..... 50c
17in. .... 90c	Grindstones, per lb ..... 95c
10in. .... \$1.50	10lb ..... 35c
<b>Butts, per doz. lots</b>	<b>Guns</b>
3 x 3 ..... \$2.50	Double Barrel \$12.00 to \$50.00
D.B. or A.C. .... \$3.00	Single Barrel ..... \$7.00
3½ x 3½ ..... \$2.70	Graphite, 1lb Tin ..... 45c
4 x 4 ..... \$3.40	Halters
4½ x 4½ ..... \$4.40	Colt ..... 75c
5 x 5 ..... \$8.15	Strong, well-made ..... \$1.25
6 x 6 ..... \$8.30	Double and Stitched ..... \$1.75
PRICES SUBJECT TO CHANGE WITHOUT NOTICE	

Page from the hardware section of the catalog issued by the W. W. Cooper Co., Ltd., Swift Current, Sask.

logue. We realize the value of illustrations, however, and expect to use them to a greater extent in future catalogues.

"Numbers of each line are given and prices are quoted on every article listed in the catalogue. Owing to the uncertain conditions which have prevailed in the markets during the past two years, we have stipulated that prices in the catalogue are subject to change without notice. We tried, however, to foresee our requirements as far ahead as possible, and covered ourselves on many lines which were going to be featured in the catalogue.

### An Invitation

On the back cover of the catalogue, old and new customers are invited to visit the store. The invitation as it appears on the catalogue is as follows:—

"Our catalogue has possibly been the means only of introducing our store to you, but in many instances it is just a 'Calling Card' to our old-established

### IS YOUR PAPER DELIVERED PROMPTLY?

Hardware and Metal is anxious that readers should receive their copy promptly on the day of issue. Subscribers living within a ten-hour journey by railway from Toronto should receive their paper on Saturday each week. If you are not getting your copy at the time you think you should, kindly let us know and we will endeavor to remedy matters.

business friends, reminding them of our desire and ability to serve them in whatever capacity their mercantile requirements might suggest. Whether it serves in the role of a new or old 'card,' the object of its 'call' is just the same—an invitation to you to make us a return 'call,' either in person, by mail, wire or telephone, when we assure you our commercial hospitality will be extended to you in its entirety; high quality goods, low prices, considerate and courteous treatment.'

### Encourages Cash Buying

"Short snappy phrases appear at the top of each page in the catalogue. A few are quoted, as follows:—'Cash buying means lower prices to our customers;' 'Long credits are costly to you and to us;' 'We seek your business only on the basis of mutual interest;' 'Do business with people you know;' 'Do not sign papers for traveling strangers;' 'Compare prices and we get the business;' 'When in our store we want you to feel at home;' 'A satisfied customer is a source of steady profit;' 'Comparison is the only true test of values;' 'Beware of offers of something for nothing;' 'Price is a good salesman but we give the best values that sound business will permit.'

### Use Windows to Advantage

"We make good use of our show windows and always display seasonable goods. We also use local newspapers for advertising purposes. We have complete mailing lists which we use regularly for sending out circulars and other literature. We train our sales staff in the art of salesmanship, and we frequently have get together meetings where we discuss matters of store policy, etc. We are constantly trying to improve our service to the public, and we believe that everlastingly keeping at it brings success."

### TRAP SHOOTERS ARE AFTER LARGE PRIZES

#### Best Marksmen of America Will Compete at Exhibition Five-day Meet

One of the many novelties at the Canadian National Exhibition in Federation Year will be the International Trap Shooting Championships, lasting over a five-day period, August 29 to September 2. About \$2,500 will be given in prizes and trophies, the greatest sum ever offered for a similar event in Canada. Traps have been constructed on the waterfront and already scores of the leading marksmen of the continent have signified their intention of going after the prizes.

At a convention of the United Commercial Travellers of America, held in Columbus, Ohio, last week, Fred J. C. Cox, manufacturers' agent, Winnipeg, was elected supreme conductor.



# Windows Pull Trade by Suggestion

*J. H. Ashdown Hardware Co., of Winnipeg, Believes in Making Timely Displays — Arranged Summer Articles Which Make an Appeal Through Forcible Way in Which They are Arranged — Cards Help Along Idea*



Window display of the J. H. Ashdown Hardware Company, Winnipeg, Man., arranged by C. H. Smith. This is a most attractive display to bring before prospective customers, some of the ways by which they can increase the enjoyment of living in hot summer months. As will be noted this window contains two large thermometers and between the words "Winter's Cold In." On the thermometers are the words "summer heat" and the degrees of temperature. Refrigerators dressed with a sprinkling of cotton gave an Arctic appearance, while coffee percolators, electric toasters and irons complete the display and further suggest ways in which summer heat may be reduced to the minimum. At the top of the window is lattice work intertwined with leaves. The effect of the display was most attractive and pleasing and could hardly help but pull trade for the company.



The above is also a summer window by the J. H. Ashdown Hardware Company, Winnipeg, Man. The arrangement was made by C. H. Smith. In these windows gas ranges were the principal articles on display. With the white cotton to help along the frigid idea, and with ice-water coolers, percolators, ice cream freezers, and other articles, this window is strong in pulling power through its suggestiveness. There were cards properly worded to help along the suggestion, such as "Don't Swelter," "Do your cooking with a gas range," "Kitchen always cool when a gas range is used." These windows reflect much credit for the ingenuity and taste displayed in their arrangement.



# Rope and Twine Had Big Advances

*Price of Rope is Comparatively Higher Than That of Binder Twine—Increased Freight Rates and Greater Cost of Production Assigned as Reason for Difference in Price—Some Lines off Market Altogether*

**R**OPE and twine during the past year has had a most interesting career with respect to price developments. Rope that on July 3, 1915, sold for 16 cents a pound, is now selling at 22½ cents. This is the basic size of 5/8-inch diameter. Prices work upward and downward from this figure in a proportional way. Prices for the various kinds of rope to-day and one year ago will be seen to best advantage by a comparison of the various lines usually stocked by manufacturers.

## Causes for Increased Price

The cause for the increased cost in the prices of Manila fibre has, it is claimed, been largely one of freight. Charges for freight from the Philippine Islands for the raw material have increased 5 to 6 cents per pound under war conditions. Although there has been a release of much tonnage and a lowering of freight rates on the Atlantic, the condition on the Pacific is as yet in a process of readjustment. Pure Manila rope a

year ago was selling for 16 cents per pound, whereas the same quality of rope at the present time is quoted at 22½ cents. This is an increase of 6½ cents per pound.

On the other hand, Manila binder twine is selling at 13 cents per pound in the 650-foot length. This is lower by 9½ cents per pound than the price of Manila rope. The question naturally asked is, why is there a difference between binder twine and Manila rope. There are a number of factors which enter into this difference in cost.

## Rope Costs More Than Binder Twine.

While pound for pound there is the same amount of material in a pound of binder twine as there is in a pound of rope, the operations which enter into the manufacture of rope are more complicated. Rope is spun from the same yarn that is used in binder twine. But the operations are carried further, and more expensive machinery is required. These machines require a large outlay

of capital and tend to increase the overhead expenses.

Then there is also the additional item of labor in the manufacture of rope. The 5-16 in. rope, for instance, requires the weaving of nine threads. There are three strands to the rope and these must again be woven together. The process consumes more time and labor must be paid for to perform the operation. The weaving of binder twine, on the other hand, is a comparatively simpler process.

Another factor stated by representatives of the rope manufacturers to enter into increased cost of rope over binder twine is the greater cost in placing the same on the market. Binder twine is sold in bulk at a particular time in the year and the sale covers invariably the entire year's product. Rope, on the other hand, is being sold throughout the year. A sales force of necessity is maintained throughout the year for this work. Sales are made as they are required by the

(Continued on page 29.)

## Comparative Prices of Ropes One Year Ago and Today

July 1, 1915.	Pound
Pure Manila, basis .....	\$0 16
British Manila, 5-16 .....	0 13½
African hemp, basis .....	0 13½
Sisal, basis .....	0 10½
Single lath yarn, basis .....	0 09¾
Double lath yarn .....	0 10¾
Russian deep sea line .....	0 28
Russian tarred ratline .....	0 24
Russian tarred bolt rope .....	0 26
Machine and Houseline .....	0 26
Jute rope, basis .....	0 11½
Italian rope, basis .....	0 28
Cotton rope, 3-16 in. and larger....	0 22
<b>Sisal Clothes Line:</b>	
3-ply, 30 ft. ....	0 40
3-ply, 40 ft. ....	0 55
6 ply, 60 ft. ....	1 30
48 ft. ....	0 65
60 ft. ....	0 80
72 ft. ....	0 95
72 ft. ....	1 55
100 ft. ....	2 00

July 1, 1916.	Pound
Pure Manila basis .....	\$0 22½
British Manila basis .....	0 18
African hemp basis .....	0 18
Sisal basis .....	0 13½
Single lath yarn basis .....	0 13½
Double lath yarn .....	0 14
Hemp, deep sea line basis .....	0 31
Hemp, tarred ratline basis .....	0 27
Hemp, tarred belt rope basis.....	0 29
Marline and Houseline .....	0 29
Jute rope basis .....	0 15
Italian rope basis .....	0 31
Cotton rope, 3-16 in. ....	0 28
<b>Sisal Clothes Line:</b>	
3 ply, 30 ft. ....	0 48
3 ply, 40 ft. ....	0 63
3 ply, 48 ft. ....	0 75
3 ply, 60 ft. ....	0 95
3 ply, 72 ft. ....	1 23
6 ply, 60 ft. ....	1 52
6 ply, 72 ft. ....	1 84
6 ply, 100 ft. ....	2 40

## Comparative Prices of Twine

July 1, 1915.	Pound
650 ft., per lb. ....	\$0 12¾
600 ft., per lb. ....	0 10½
550 ft., per lb. ....	0 08¾
500 ft., per lb. ....	0 08½
5-ton lots, ¼c per lb. allowance.	
10-ton lots, ¼c per lb. allowance.	
<b>Delivered in 300-lb. lots and over.</b>	
<b>Wrapping Cotton—</b>	<b>5-lb.</b>
4-ply .....	0 21½
3-ply .....	0 18½

July 1, 1916.	Pound
650 ft., per lb. ....	\$0 13
600 ft., per lb. ....	0 12
550 ft., per lb. ....	0 10½
500 ft., per lb. ....	0 09¾
5-ton lots, ¼c per lb. allowance.	
10-ton lots, ¼c lb. allowance.	
<b>Delivered in 300-lb. lots and over.</b>	
<b>50 ft., per lb. ....</b>	<b>0 10½</b>
<b>Delivered in 300-lb. lots and over.</b>	
<b>Cotton—</b>	<b>5-lb.</b>
4-ply .....	0 27½
3-ply .....	0 25



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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TORONTO, JULY 15, 1916

No. 29

## UNFILLED TONNAGE DECREASES

THE statement issued on July 10 by the United States Steel Corporation shows that during the month of June unfilled orders decreased 297,430 tons. The total orders on the books on June 30 amounted to 9,460,458 tons, as compared with 4,678,196 tons for the same date last year. According to the American Metal Market, a U.S. authority, one of the most interesting deductions to be made from the Corporation's June statement is that the volume of new business booked during the month fell at the rate of 11,437 tons per day, below the shipments of finished steel products. The total orders of rolled products secured in June were 1,002,660 tons, which is at the rate of 38,563 tons per day. The volume of export business taken by the Corporation last month was not as heavy as previously estimated, because the large Russian contract for wire was not officially accepted. It is understood, however, that this contract, amounting to about 175,000 tons of barbed wire will be closed in a few days and will influence the July statement. Export sales of wire products in June, however, were still quite liberal, estimated at 75,000 tons or slightly more than the foreign wire business taken in May. It is believed that the total export business of the Corporation last month aggregated about 375,000 tons, which indicates that the domestic tonnage was a little less than 628,000 tons, or at the rate of about 24,140 tons per day. The export sales average about 14,423 tons per day, which is at the rate of about 15% of the total contracts booked.

## IMPORTS ON HIGH SCALE

THAT Canadians are purchasing heavily from abroad is pointed out by the Financial Post, which states that judging by the customs collections at our principal ports, it is quite evident that much merchandise is being brought into the country, and at a rate out of all proportion to the volume which came in last year. This outside buying indicates great buying strength, but it is suggested by bankers and shrewd business men, who look beyond the immediate present, that Canada is over-buying from abroad. There is no doubt, the Post claims, but that this buying on so large a scale is sapping the economic strength of the company, and the result will not be apparent until the artificial stimulant of war orders is withdrawn. It cannot be urged too strongly that the only safe and sane position for the business men to be in at the present time is one of freedom from current liabilities. One of the most assuring features of the last bank statement was the reduction in commercial loans. The immediate cause was the liquidation of grain liabilities. Some caution, however, is being exercised, otherwise the commercial loans of Canada would be very much higher than they are at present. Banks would readily accommodate the good borrower, but it is the latter that very judiciously refrains from incurring any more than necessary liability.

Crops are advancing very satisfactorily, and they are now at a point that would justify business contracts on the basis of a normal crop. It is also fairly clear that prices will remain high until the present crop is garnered and marketed. Should orders for munitions fall off during the next few months, other factories making common everyday necessities will continue active for an indefinite

period. The dearth of commodities is now being disclosed by the strong purchasing power which the people now have.

In the retail trade there has been during the past two months a tendency to curb their buying on account of the unusually wet weather which has prevailed, and also on account of the high prices which prevail on many lines of goods. The fact that the price movement in many lines has evidently reached the top is a factor inducing caution. There is not, however, as yet, any indication that the readjustment to lower levels will be immediate. In fact on a few lines there is still a possibility of further advances.

## HARDWARE MEN MUST BE RESOURCEFUL

PROFESSOR AGNEW, of the Washington State University, at the convention of the North Pacific States hardware men held in Spokane, stated "that hardware men have to be merchants of a high order to exist at all. The character of the goods they sell are of such a permanent nature that they have to be resourceful and energetic to create new customers and new and improved goods for their regular trade."

There is something about the hardware business that makes the merchants inherently different from almost every other line of merchandising. With long handling of articles made of steel and wood and iron they unquestionably imbibe some of the qualities of these materials. Usually the hardware store in the average town is one of the best stores in that town.

Some of these stores could be greatly improved if a little more thought and care and initiative were directed toward the conduct of the business. It is essential that they be resourceful and energetic. It is a good plan never to be quite satisfied with one's store. That reaching out develops resource.

## MUTUAL INSURANCE COMPANIES

IN the United States they have some most successful and enthusiastic hardware associations. There are four state associations that have over one thousand members each. There are four state associations with a membership between 900 and 1,000. Minnesota has the largest association with a membership of 1,258. Illinois and Michigan are close seconds with 1,224 and 1,122 respectively.

One of the big aids to the development of these associations has been the close alliance with insurance companies for the purpose of getting better insurance rates. The insurance companies are the regularly organized ones of the country. They give a rebate of 50 per cent. on the policies of all members of hardware associations in good standing. By limiting their risks to members in good standing of state associations and local organizations the insurance companies have found the field a profitable one.

Organization among the hardware men in Canada is as yet in its embryonic stage. It will, undoubtedly, be carried much farther in the near future if hardware men are alive to ways of bettering their conditions. Ontario is the only province that has a retail hardware merchants' association. There are branches, of course, of a number of the provincial retail merchants' association.

## EDITORIALS IN BRIEF

SMITE THE rock of your business opportunity and watch the abundant stream of results pour forth.

\* \* \*

OBSERVE results and cure causes. A "tummy" ache often lies at the bottom of failing eyesight or a bad tooth at pains in the feet.



# Law Protects Merchant from Loss

## *The Criminal Law and its Application to Commercial Transactions—Pretended Purchases and Hiring—Warning to Merchants—Pledging Found Goods—Lost Bank Notes*

Prepared for Hardware and Metal by Walter E. Lear.

EDITOR'S NOTE.—*This is the fourth of the series written for HARDWARE AND METAL by Mr. Lear bearing on the criminal law and its application to commercial transactions. Instances which are here cited are those of decisions in actual cases which have been decided by the court. The incidents here related have been encountered many times by almost every business man. The article deals with the status of goods sent to wrong address and the recipient refusing to give them back, cases of finding lost property and retaining same, conducting of wagers, pretended purchases and hiring, etc. Merchants will find this article most interesting and its contents most valuable.*

**A**MONG the legal problems that most frequently arise in the path of the retail merchant are questions arising out of changes in possession of goods. A customer hires a vacuum cleaner or a piano, or a horse and buggy, and does not return it, or returns it in damaged condition. Goods are delivered to incorrect addresses and the recipient refuses to give them back. Such points are arising continually.

It would be quite impossible to deal with this question from all the angles that present themselves. It will be sufficient to define clearly what constitutes theft under such circumstances, and thereby provide the merchant with a knowledge of the broad legal principles by which he can protect himself from loss. Appended are notes on decisions and comment covering the various points.

### Sec. 37.—Pretended Wagers

In *R. v. Robson, R. & R.*, 413, the prosecutor was induced, by a preconceived plan, to deposit his money with one of the prisoners, as a deposit upon a pretended bet, and the stakeholder afterwards, upon pretence that one of his confederates had won the wager, handed the money over to him; it was left to the jury to say whether, at the time the money was taken, there was not a plan that it should be kept, under the false color of winning the bet, and the jury found that there was—this was held to be theft, because at the time the defendants obtained the money from the prosecutor he parted with the possession only, and the property was to pass eventually, only if the other party really won the wager.

### Sec. 38.—Abuse of Legal Process

The abuse of legal process may be made the instrument whereby a fraudulent taking of property may be effected. I am not clear that there is any well

reported case of this kind, but Lord Hale (1 Hale P.C. 507) and Mr. Greaves (2 Russ. by Greaves 54) have treated it as if it had occurred, and might occur again. That the law might be so perverted to a fraudulent purpose is beyond doubt, for Lord Hale has laid it down that if A has a design to steal the horse of B, and enters an action of replevin to recover the horse, and thereby gets the horse delivered to him and rides away, this is a taking and stealing, because done in fraud of the law. So where A having in mind privately to get the goods of B into his possession, brings an ejectment and obtains judgment against the casual ejector and thereby gets into possession, and takes the goods, if it be done with an intent by those means to steal the goods, it is theft.

### Sec. 39.—Pretended Purchases and Hiring

There are numerous cases reported in which property was obtained by pretended purchases and hiring, such as hiring of horses, carriages, musical instruments, furniture, etc., and in which the decisions have been precisely the same as in the cases above-mentioned, the simple tests being in every case: first, was the prisoner actuated by a fraudulent intent when he obtained the property; and, secondly, did the owner part with the possession merely, or with his entire ownership in the goods. Apply these tests to any state of facts which may arise in your own experience, and you cannot very well fail to arrive at a correct solution of the question whether or no do they constitute a theft. And, again, let me remind you that even if the taking of the property was innocent at the time of the taking, and the taker afterwards fraudulently converts the property so taken to his own use, then, under section 347 of the Criminal Code, he is guilty of theft the very minute he so converts the same to his own use.

### Sec. 40.—Warning to Merchants

I cannot help but remark in passing that, in one sense, merchants are scarcely fit subjects for sympathy when deprived of their property by schemes such as I have just disclosed in the above sections, inasmuch as ordinary caution, and very slight trouble, would serve to detect any such attempted fraud. I am afraid the fact is, in this age of keen competition, tradesmen are too fearful lest they should lose a customer by being inquisitive as to his respectability, or into the truth of his statements; but surely far better occasionally suffer such a loss than in the over-anxiety to sell goods fall into the trap of some skilful thief.

### Sec. 41.—Lost Property

The most extraordinary circumstances under which a person may be adjudged guilty of a fraudulent taking are those where goods which have been lost and found and appropriated by the finder to his own use. This branch of the subject has given rise to very learned discussions in our courts of criminal jurisdiction, and the inquiry is by no means uninteresting. At first blush, one might think it strange and even harsh that a person having come into the possession of property to all appearance innocently, so to say, as by finding it on the highway, should under any circumstances be liable to a criminal prosecution. But upon slight reflection you will perceive that the law relative to this matter is neither harsh nor inconsistent with the soundest principles of justice.

In cases of finding property lost, or supposed to be lost, the solution of the question of theft or no theft all turns upon the question—what was the intention of the finder? If the property found bear marks upon it by which the owner can be discovered, or the finder knows to whom it belongs, and upon finding, notwithstanding these facilities for restor-



ing, he kept it with the intention of converting it to his own use, he is clearly guilty of theft. But, on the other hand, if the goods bear no mark indicative of, and the finder has no knowledge as to who is the owner, and believes that he cannot be discovered, and with his mind in this state converts them to his own use, he is not guilty of theft, even if the owner is afterwards made known to him. But if the owner is made known to him before he so converts them, under section 347 of the Criminal Code he would be guilty of theft if he afterwards converted them to his own use instead of returning them to the owner.

#### Sec. 42.—Lost Bank Notes

A man by the name of Thurborn found a bank note which had been accidentally dropped. There was neither name nor mark upon it indicating the owner, nor was he aware at the time of any means whereby the owner could be discovered. Upon finding it, he at once resolved to appropriate it to his own use. The next day, before he changed the note, he was told who was the owner, but notwithstanding this information, he procured change for it, and used the money. Upon this state of facts Thurborn was arrested, and subsequently tried for, and found guilty of theft, but this verdict was set aside, or quashed, as it is termed in law, by the Court of Criminal Appeal, to which the case (*R. v. Thurborn*, 1 Den. C. C. R. 387) was sent for consideration. The ground upon which the conviction was reversed was that the original taking was innocent; if the prisoner had known, or had the means of ascertaining, to whom the note belonged at the time of finding it, the case would have been different, but as his original possession was untainted, the court was of opinion that his subsequent conversion, although with knowledge of the owner, was not fraudulent.

You may probably, as a man of plain common sense, take exception to this decision, and think that if the prisoner's misappropriation, with a knowledge of the owner at the time of finding, would have been theft, so it ought to have been on the next day, seeing that the information as to the name of the loser was conveyed to him before he converted the money to his own use. And so it would be to-day. This case was decided under the old law which only considered the original taking, and if that were innocent, then there was no theft; but section 347 of the Criminal Code has swept away all such absurdities, and cases like Thurborn's are now theft, notwithstanding that the original taking was innocent.

#### Sec. 43.—Pledging Found Goods

At the trial of the case of *R. v. Slavin*, 35 N.B.R. 338, 7 Can. Cr. Cas. 175, the judge told the jury that where

a finder of goods pledges them he is guilty of theft, but the Full Court of Appeal held that this was a misdirection to the jury, and the prisoner was allowed a new trial.

The question whether the pledging or conversion by the finder of lost goods is theft, or no theft, all depends upon the attendant circumstances of each particular case, such as the class of goods, the place of the finding, the interval between the finding and the pledging or conversion, and the probability of the finder being able to discover the owner. The whole question may be summed up by asking yourself the questions: "Did the finder act like an honest man, who would be willing to give the goods up to the owner, if he knew who he were, or did he act like a thief, trying to conceal the fact that he had so found the goods and thus keep them for himself?"



#### ROPE AND TWINE HAD BIG ADVANCES

(Continued from page 26.)

trade. There is no such thing as selling the entire output at one swoop, such as is largely the case with binder twine. Rope goes out piecemeal; binder twine goes out *holus-bolus*, as it were.

There is also a difference in the cost of the two articles because of the way the raw materials are secured. "In the case of our raw material for binder twine," said the representative of one of the Canadian cordage manufacturers, "these are purchased in the fall of the year for the entire ensuing year's needs. The price remains fixed once the purchases are made for that particular year. Such is not the case with rope manufacturers. For the most part they depend on the open market for their supplies. If the market goes up for the raw material they must pay the price. If it goes down, they follow it.

"This enables them to set their price for binder twine according to the price paid for raw materials. Rope, on the other hand, changes with the vagaries of the market. Then, too, the lower grades of Manila are mixed with the higher grades of Manila, and this tends further to reduce the cost of the binder twine as compared with rope. Pure Manila rope of the finest grade is made of the best grade Manila fibre."

#### Some Lines Off the Market

A year ago certain lines of rope manufactured from Russian fibre were to be secured. This Russian article was used in deep sea line, tarred ratline and tarred belt rope. Owing to the great demand on Russian railways during the past year for the transportation of supplies and munitions, it has been impossible to obtain the material. This quality of article has practically been withdrawn from the market, and in the

manufacture of those grades Italian hemp has been substituted. This Italian hemp is stated by the manufacturers to be of a superior grade compared with the Russian article. It is also somewhat higher in price, and this accounts for the increased cost of the manufactured article to a certain extent. Here again freight rates have also caused an increase in the cost of the raw material.

#### How Manila Rope Has Advanced

It is interesting to follow the upward trend of prices in Manila rope over the short space of the past year. The dates and the prices when the advances took place are here given:

June 30, 1915 .....	16c
January 19, 1916 .....	17½c
January 24, 1916 .....	18½c
January 27, 1916 .....	20c
February 14, 1916 .....	21c
May 1, 1916 .....	22½c

#### Upward Course of Sisal Rope

Sisal rope is of a harder texture, and is made almost entirely from the fibre secured from a certain kind of cactus found in the State of Yucatan, in Mexico. On July 3, 1916, there was a further increase of 1c per pound on base sisal. This has been caused, it was asserted, largely through the feeling of uncertainty as to the outcome of affairs between Mexico and the United States. Following are the figures showing the way sisal rope has gradually climbed upward:

	Lb.
June 31, 1915 .....	10½c
December 11, 1915 .....	11½c
January 19, 1916 .....	12½c
January 27, 1916 .....	13c
May 1, 1916 .....	13½c
July 3, 1916 .....	14½c

#### Production of Rope Materials

The amount of Manila hemp and sisal fibre produced in their respective countries during the year 1915 were as follows:

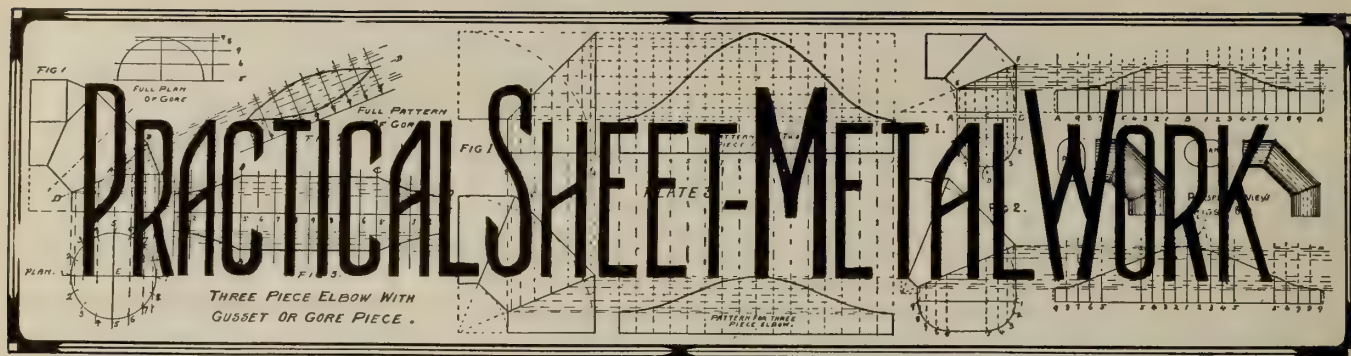
Manila, bales .....	1,085,000
Sisal fibre, bales .....	925,546
New Zealand hemp, tons ..	16,000

Of these amounts there were consumed in the United States and Canada 485,706 bales of Manila hemp, and of sisal fibre, 917,467 bales. Of New Zealand hemp there was also consumed in Canada 12,595 tons in 1915. There are five bales to a ton.

#### Think Limit Reached

Representatives of cordage companies expressed the opinion that they think the top price for cordage has been reached. Should trouble between United States and Mexico develop to the point of war there is the possibility this factor might send the price of sisal upward.





BY THOMAS STANFIELD

AS most of the readers of Hardware and Metal who read these articles on sheet metal work are interested in warm air furnace work, it will not be out of place to mention at this stage in the course some points of importance regarding the construction or rather the installation of warm air furnaces.

Two things which are sadly neglected in warm air furnaces are the casing and the covering of the warm air pipes.

Some of the finest and best designs of furnaces are not given fair treatment, and, therefore, do not give the results that they would, because of badly made casings and bare piping.

Ninety per cent. of the houses built to-day comprise basement, first and second floors, and possibly two rooms in the attic, and the basement, it would be safe to say, takes up at least 25 per cent. of the area of the whole house.

Now if we consider for a moment or two the amount of heating surface which is left exposed in the basement, it is no wonder that this part of the house is often warmer than it should be, to the disadvantage of the rooms above, which require the heat, and for which the furnace is really installed. The reason for this is that there is too much heating surface in pipes left bare, from which the heat escapes. This means that the furnace is generating heat, and that heat is being poorly distributed.

The remedy is, a casing with a good asbestos lining between the galvanized outer casing and the inside tin casing. The best form of asbestos, as far as experienced by the writer, is the air-cell asbestos. One ply is ample, providing the top and the bottom of the cells are closed up.

The piping, too, should be covered with the same material. It can be fitted very easily and strapped on after the piping is installed, just in the same manner as is adopted when covering steam or hot water piping.

To fit this kind of asbestos on to the elbows, use the pattern of the elbow to cut the asbestos by, and very little waste will be made.

The single ply common asbestos paper

is little improvement on common bare pipes.

In repair work, say a furnace too small has been installed, which is very often the case with houses that have been built for speculation. The writer has improved many a furnace by simply putting a single covering of air-cell paper on the outside of the casing, and, along with pipe covering, has made a furnace answer the purpose. To show how such a method will save fuel, or in some cases improve the distribution of heat units generated, we will assume that the basement is 25 per cent. of the total area to be heated, and the heat of the basement is 72 degrees Fah.; and we will also assume that the average heat of the rooms upstairs is 68 degrees Fah., without doubt the covering of the furnace and pipes will result in a conserving of heat, or rather reducing the temperature in the basement to approxi-

thorities will allow a certain number of square inches to a given number of cubic feet of space to be heated, and do not take into consideration the shape of the chimney flue. This method is altogether wrong. The natural tendency of rising smoke takes the form of a spiral whether the smoke be enclosed or not.

Just to illustrate our argument—if a fire is built in the open and there is no movement in the air, it will be noted that the smoke will curl round and round in an upward motion. The same when enclosed in a chimney flue; therefore, if a round chimney is built, say 8 inches in diameter, it will have an area of 50.265 square inches, while the same chimney 8 inches square would have an area of 64 square inches, and would be none too large.

The following table for chimneys ranging from 40 to 60 feet in height will be found a fairly safe rule to follow:

\*TABLE OF CHIMNEY FLUE SIZES FROM 40 TO 60 FEET IN HEIGHT.

Cubic contents to be heated.	Round tile smooth pipe	Brick inside dimensions
10,000 to 15,000	8 inches	8 x 8 square
15,000 to 25,000	10 inches	8 x 12 rectangle
25,000 to 40,000	12 inches	12 x 12 square
40,000 to 75,000	16 inches	12 x 16 rectangle

\*From Progressive Furnace Heating, by A. G. King.

mately 62 degrees. Then by dividing the 10 degrees among the rooms above an approximate of 71 degrees will be procured; or if the rooms upstairs are warm enough, a saving of at least 10 per cent. on fuel can be effected easily.

Another very important matter which not only affects warm air furnaces, but all other furnaces too, is that of the chimney.

How many furnaces have been given a poor reputation because of a faulty chimney? A chimney may be too small in many ways. Some may be built a little lower than the ridging of the house, or it may have another building soaring higher than it does, and thus obstruct the outlet at the top. Some au-

A public meeting in the interests of the British Industries Exhibition, which the corporation of Glasgow are promoting, has been held. The Lord Provost presided, and explained the aims the corporation have in view in organizing the exhibition, which is expected to appeal to all engaged in commerce in Glasgow and district. The exhibition is to be held from Wednesday, August 23, till Saturday, September 9.

A. J. Denniston, H.M. Imperial Trade Correspondent at Auckland, reports that a tramway company in South Australia has decided to raise the sum of \$300,000, of which it is proposed to use \$250,000 in electrifying the existing steam tramways.



# WHAT OTHER PAPERS SAY

## BINDER TWINE SITUATION AND OUT-LOOK

(From Cordage Trade Journal)

June was only a moderately active month in the Binder Twine market. In most sections, the crops were so backward and so unpromising that there was not a keen demand for binder twine. It is extremely fortunate that crops have not been any more heavy than they are, as the sisal fibre market developments during the last three weeks have been such as to almost create a panic among twine manufacturers despite the current moderate demand for binder twine. Mexican complications brought fears of a complete stoppage of the supply of sisal fibre from Yucatan. This has not occurred—nor is it probable that anything more than a temporary cessation will take place in any event—but the shortage in the supply of sisal, compared with the demand of the current season, is now being made apparent by the depletion of stocks of sisal in Merida and Progreso, Yucatan. This led, first, to a complete withdrawal from selling by the Comision Reguladora del Mercado de Henequen, and, then, to the resumption of selling for August shipment at an advance of 2½ cents over the prices that prevailed the middle of June. Early this year it was estimated that the actual production of sisal would show a reduction of 200,000 bales from the production of 1915. Heavy shipments as a result of the record production of 1914 and 1915 had a considerable effect in lulling consumers in the United States into a state of false security and causing a belief to grow that the prediction of a reduction of 200,000 bales was an invention to justify high prices for sisal. How much the consumption of sisal fibre has been stimulated by the abnormally low relative price of Mexican sisal during the last six months is a point undetermined but there is no question that there has been a very heavy consumption of sisal outside of ordinary binder twine this year.

At this time last year, members of the binder twine trade were estimating that the consumption in the several sections of the country in which they did business would be from ten to fifty per cent. greater than in 1914. Now, these same members of the trade are mostly estimating a reduction in the consumption from last year's total. Members of the trade are rather more conservative in estimating reductions than in estimating increases; that is, they will say that a prospective increase is 40 per cent. or 50 per cent., but when a decrease is promised they hesitate to use figures, and content themselves with saying that there will be "some decrease" or that the consumption will be "smaller."

## POWER OF CO-OPERATIVE EFFORT

(From The Hardware Trade)

The axiomatic saying, "In Union there is Strength," is as applicable to merchandise life and activity as to the affairs of civic and political bodies. When the retailers of a community are pulling apart, and allowing jealousy and sundry little antagonisms to hold sway, there is little chance to build up and improve trading conditions.

While the merchants are thus engaged in watching and scoring one another, the foreign concern steps in and takes the cream of the business. That is inevitable.

With merchants hardly speaking when they meet one another on the streets, and with expressions of doubt and disdain being made relative to other local retailers, the inevitable

tendency is to foster in the minds of the consuming public the belief that their best interests lie in the supplying of their needs out of town.

On the contrary, when the local merchants work together in harmony, each doing his proportionate share in making the town more attractive as a residence and trading centre, the natural tendency is to draw more and more business to that town.

Here is the community spirit. In other words, here is real co-operation. With the growth of the co-operative spirit in the town, business transacted there grows in volume. Of this increased volume, each merchant gains his proportionate share according to the service which his store is prepared to offer.

Happily a survey of a large section of the Northwest shows conclusive evidence that the co-operative or community idea is growing rapidly. Its growth spells confusion for the foreign mercantile concerns and increased prosperity for the local merchants.

If the community idea has not gained a foothold in your town, make up your mind that you are going to take steps to establish it at once. Beneficial results are sure to follow.

## U. S. IRON AND STEEL EXPORTS

(From American Artisan)

There has been considerable newspaper discussion about the tremendous exports of iron and steel products from America to the belligerents in Europe during the past year and a half, and some have even gone so far as to say that these "tremendous" exports for war purposes have interfered unduly with the regular domestic business in the United States in these lines.

It is, therefore, rather interesting to note from a chart which has been prepared from Government statistics by the First National Bank of Boston showing the percentage that our iron and steel exports have constituted of the total export in a period of ten years, from 1907 to the present year, the figures of the latter being, of course, estimated to a large extent.

This chart shows that in spite of the high prices ruling at the present time for iron and steel and in spite of the apparently heavy export of these products the percentage was less in 1915 and promises to be less this year than it was in 1911, 1912 and 1913. Only three years—1908, 1909, and 1914—show a smaller proportion, and the average for the ten years is about 10 per cent.

Aside from this in a measure answering the complaints of those who would have it that our manufacturers are sacrificing the welfare of domestic consumers to the wishes of foreign customers in a very definite manner, this chart also serves to impress a very important fact upon our minds—that in one of our greatest industries we do not export nearly as much as we ought to.

It would, therefore, seem good policy that at this time special efforts should be put forth to increase our sales of iron and steel products in foreign countries.

It has been demonstrated that we can build ships in American ship yards and sell them in Europe in competition with ship builders there.

The well known superiority of American harvesting machinery over all others is another instance of our ability to compete on a profitable basis for export business, but in every case it has been the result of individual

enterprise instead of organized effort, such as was the rule of, for instance, the Germans in their colonial trade policies. Germany paved the way and made it easy for German manufacturers to establish themselves as sources of supply in South America, in Asia and in Africa.

Up to within the past few years the United States Government has not only not done anything to assist American manufacturers who desired to enter the export business but actually made it difficult for them to make any headway by placing restrictions on their methods of operating.

Recently, however, there has been a different spirit manifested and there are reasonable indications that within the near future laws may be passed which will permit of co-operation between American manufacturers who wish to enter the world's markets and who must face the competition with manufacturers in other countries operating under special charters granted to them by their governments.

## JUST A LITTLE GINGER

(By Arnold Abbott, in New York Herald)

The owner of a big department store out West was once asked why he paid his manager so large a salary.

"It doesn't seem to me he does so much," added the questioner.

"Well, as a matter of fact, he doesn't do so much," replied the millionaire, "but I base his pay on what he is more than what he does. In the first place, he is honest, and that makes him worth a good deal. In the second place, he is cheerful, and in some ways that is worth more than honesty, though I don't underrate the prime virtue.

"But I must admit it was his cheery nature that first attracted me when he came to the store as a salesman, and after I saw what valuable use he made of his attribute among his customers and fellow clerks I started him up the ladder. I was thinking the other day I would have to raise his salary soon, for he's so popular with the whole store-family that I fear they will some day mutiny and put him in my place!"

The man who said this was a hard-hearted business genius, noted for his ability to make every move pay in dollars and cents. He was no dreamer. He simply had common sense plus, which is a rare and wonderful thing.

The man or woman who thinks the physical condition of the pay envelope is governed solely by the amount of work done is mentally shortsighted and needs new spectacles. Of course, ability to do work well is the first consideration in the world of business, and personality without ability is not negotiable in that world. But ability plus personality means success of the best sort nine times out of ten.

And of all the attributes of personality which attracts others cheerfulness is easily first.

Stevenson said:—"A happy man or woman is a better thing to find than a five pound note." The word "cheerful" may be inserted for "happy" without necessitating any further change. And the attitude denoted by this word is worth many a five pound note to any person who possesses it.



# EVENTS IN THE TRADE

## BUSINESS CHANGES

Viking, Alta:— E. B. Hummell, hardware has sold out to L. F. Shirron of Carmangay.

## FIRE LOSSES

Deseronto, July 9.—The plant of the Dominion Hardwood, Limited, manufacturers of woodenware, was totally destroyed by fire. It was a new industry, and has just commenced running in full operation to fill a number of large orders. The loss was placed at \$100,000, partly covered by insurance. The company expects to rebuild immediately.

Ashcroft, B.C., was almost totally destroyed by fire on July 5th. Among the business houses destroyed was the general store of Fred Rosenberg, the general store of J. J. Ting & Co., and the hardware and implement store of Mark Dumond.

## MARITIME WHOLESALE ELECT OFFICERS

The Maritime Wholesale Hardware Association met in Yarmouth, N.S., on July 6, for their annual session, with hardware men from all parts of the eastern provinces in attendance.

The election of officers resulted in the choice of the following:—

President, R. B. Simmonds, Halifax.

Vice-president, W. H. Emerson, St. John.

Nova Scotia executive: M. O. Crowell, Halifax; George C. Metzler, Halifax; A. W. Morton, Halifax.

New Brunswick executive: John Neill, Fredericton; J. F. Tilton, St. John; W. C. Stratton, St. John.

The business transacted was chiefly of a routine or private nature. Several manufacturers were present and addressed the gathering. During the afternoon the delegates were given a motor drive around Yarmouth while Mrs. E. K. Spinney entertained the visiting ladies at tea.

## TO CLOSE ON WEDNESDAY AFTERNOONS

Commencing July 5, the merchants of Sudbury, Ont., agreed to close their stores on Wednesday afternoons from 1-7 p.m., during July and August. A long list of towns and cities where half-holidays are being observed appeared in Hardware and Metal, June 10 issue.

## SHERWIN-WILLIAMS COMPANY'S NEW EASTERN MANAGER OF THE MANUFACTURERS' SALES DEPARTMENT

W. J. Chambers, who has been connected with the Sherwin-Williams Co. for over eighteen years, has recently been appointed Eastern manager of the manufacturers' sales department.

Before starting with this company he was a first-class carriage painter in his father's shop in Ormstown, Que., and the experience he had in handling paints



**W. J. CHAMBERS,**  
*Eastern Manager of the Sherwin-Williams Co. Manufacturers' Sales Department.*

and varnishes at that time made him ably fitted to take charge of the paint testing and research work of this company.

By constant study and hard work he has fitted himself for the very important position which he is now holding, and a thorough knowledge of the methods of manufacturing and uses of all paints, varnishes, enamels and stains, etc., enables him to turn out special goods for the special requirements of the manufacturing trade.

Mr. Chambers will devote all his time to this very important work, which is rapidly growing with the increased prosperity of our Dominion.

## INCORPORATIONS

The Ruddock Cut Glass Co., capitalized at \$50,000, head office, Toronto, to manufacture and deal in all kinds of cut glass and other glass products.

The Colonial Chemical Co., capitalized at \$40,000, head office, Toronto, to manufacture and deal in nitrate of ammonia and by-products thereof, chemicals, etc.

The Canada Broom & Brush Co., capitalized at \$15,000, head office, Ridgetown, Ont., to manufacture, brooms, brushes and woodenware. Incorporators, A. F. Holden; A. V. Farnsworth; J. M. Sheldon; Walter Purdy; G. B. Howard.

The Independent Paint & Varnish Co., of Canada, has been incorporated at Ottawa, with a capital of \$200,000, to manufacture paints, colors, varnishes and oils, etc. Head office at Montreal. Incorporators are: Hector Dussault, Joseph A. Mercier and Pierre L. Dupuis, all of Montreal.

The Canadian Collapsible Tube Co., has been incorporated at Ottawa, with a capital of \$100,000, to manufacture and deal in collapsible tubes of every type, shape and material, also in tin, lead and aluminum goods. Head office to be situated at Toronto. Incorporators: R. W. Hart, K. D. McKenzie, and W. W. Perry, all of Toronto.

## PERSONAL

G. F. Stephens of the G. F. Stephens Co., Winnipeg, has been on a business trip to Calgary and Edmonton.

J. Hopper of D. W. & J. Hopper, Arcola, Sask., was a visitor at Winnipeg one day last week on his way East.

James Fair, sales manager of Wood, Vallance, Winnipeg, is in the East, and while here has been at the Hamilton office of Wood, Vallance.

J. H. Mackenzie, city traveller for the C. F. Stephens Co., Winnipeg, who has been ill for a year or more, is reported in a dangerous condition.

D. W. Graves, manager of the hardware department of the Regina Trading Co., Regina, Sask., called at Winnipeg last week on his way to Toronto, which is his home.

Major Bartlett McLennan, director in the Montreal Rolling Mills, and president of the Montreal Transportation Co. and the Williams Manufacturing Co., is reported wounded at the front.



## HARDWARE LETTER BOX

### Post Hole Diggers

Summer Co., Moncton, N.B.—Please give us the names of manufactures of post hole diggers in Canada.

Otterville Mfg. Co., Otterville, Ont.; Canadian-Allis-Chambers Co., Toronto; Canadian Warren Axe & Tool Co., St. Catharines; Page Wire Fence Co., Walkerville, Ont.—Ed.

### Paper Balers

Des Rochers Company, Montreal: Please give names of manufacturers of paper baling machines:—

Paper balers are made or sold by Davenport Mfg. Co., Davenport, Iowa; Brickeye Baler Co., Findlay, Ohio; Stipenson & Blake, 62 Front St. E., Toronto; Page's Wire Fence Co., Walkerville, Ont.; Shea Sales Co., Montreal, Que.—Ed.

### Ash Trays Etc.

Subscriber (name on request). Kindly give names of manufacturers of ash trays, and hammered brass and copper goods. Colonial Fixtures Ltd., 424 Adelaide St. W., Toronto; Wentworth Brass Co., Hamilton; Tallman Brass & Metal Co., Hamilton; S. W. Faber & Co., New York; S. Sternau & Co., New York.—Ed.

### Books on Autos

S. L. Adolph, Listowel, Ont.—Kindly let me know if there is such a thing as a book issued on how to run and care for automobiles.

A number of books on the subject are offered for sale by McClellan, Good-Woodhole, R.I., U.S.

## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

Please quote the reference number when requesting addresses.

755. **Leather for bridles.**—A Russian leather agent can place contract for high class bridle leather of the same quality and corresponding colors as samples which may be inspected at the Department of Trade and Commerce, Ottawa. Quotations net cash f.o.b. New York, with five per cent. added for agent's commission. Counter samples desired.

757. **Nickel and cobalt.**—A Glasgow firm wishes to hear from Canadian producers of refined metallic nickel and cobalt who can fill orders for export.

759. **Asbestos spinning fibre.**—A Leeds firm of asbestos manufacturers using 40 to 50 tons

of asbestos fibre per month wishes to hear from Canadian exporters.

\*760. **Wood pulp boards.**—A Leeds firm of manufacturers, able to place orders for 100 tons of wood pulp boards (20" x 34½," about 410 to a cwt.) wishes to correspond with Canadian exporters with a view to 1917 business.

762. **Wire nails.**—A Leeds firm inquires for wire nails 1½" x 13g and 1½" x 15g. Their annual requirements may run to 20 tons.

\*763. **Cardboard.**—A Leeds firm of manufacturers who use 50 tons of cardboard annually, wish to correspond with Canadian producers. Samples of the board required may be seen at the Department of Trade and Commerce, Ottawa.

765. **Spectacles.**—An English firm of spectacle importers desires to receive samples and prices of spectacles manufactured in Canada.

766. **Wrought iron pipe, etc.**—A Leeds firm makes inquiry for Canadian exporters of wrought iron pipe and fittings.

767. **Copper and brass tubes.**—A Yorkshire firm is interested in corresponding with Canadian exporters of S.D. copper tubes and S.D. and brazed brass tubes.

\*768. **Press-spahn.**—A Leeds firm inquires as to the possibility of securing from Canada supplies of press-spahn, a pressed paper used for electrical insulating, which was formerly obtained from Germany. Samples may be inspected at the Department of Trade and Commerce, Ottawa.

769. **Leatheroid, etc.**—A Leeds firm of dynamo and motor manufacturers makes inquiry as to the possibility of obtaining from Canada leatheroid and fibre for insulation purposes on electrical machinery. Their supplies are now coming from the United States. They are also interested in copper commutator segments.

770. **Trade with Hong Kong.**—A firm in Hong Kong wishes to be put in touch with Canadian manufacturers and shippers of steel plates, angles, bars, structural steel; pipes and chains, lead, pig, pipe and sheet; general hardware, engineers' tools, etc.

771. **Barytes.**—An English firm states that they are open to obtain an agency for some good shippers of barytes from Canada.

774. **Dolls, etc.**—An important firm in St. John's, Nfld., is desirous of being put into communication with Canadian manufacturers of dolls and other toys.

777. **Scrap metals.**—A Glasgow importing firm is prepared to receive quotations for hard spelter, zinc ashes, flue slimmings, scrap brass, copper and zinc.

778. **Barytes, zinc oxide, white lead lithopone, bronze powder, aluminium powder, etc.**—A Glasgow firm wishes to purchase above.

\*Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London.

### ST. JOHN, N.B., NOTES

St. John, N.B.—Representatives of the International Nickel Company were here last week examining possible sites for the nickel refining plant which the company is to erect in Canada. They were pleased with the prospects here, and have asked the City Council for terms for property it owns on the river front. Before presenting their report to the company the engineers will investigate some other maritime locations.

St. John, N.B.—The company operating the Wolfram Tungsten mine at Burnt Hill have a large quantity of ore already stoped out; they have also a concentration plant capable of handling 20 tons per day under erection. This plant will be ready for operation Aug. 1.

### INTERESTING THE CLERKS

Goodwins, Ltd., of Montreal, has inaugurated the policy of interesting the clerks in the store's business by educating them in the goods they sell.

Originally tried out in one department the idea is spreading all over the store, so that now regular classes are held, in which the manager gives lectures that go into the history and antecedents of the goods, thus placing within the clerks' grasp a knowledge that enables him or her to intelligently answer the natural queries of the average customer.

In the words of this manager: "The goods that are understood and are appreciated by the salesman are already half sold."

### BUILDING SIX STACKS

The Boston Varnish Co., makers of Kyanize products, are building six new stacks at their plant at Everett station, Boston, that will give them 2,000 more gallons of varnish per day.

This increase in output has been necessitated, explained James B. Lord, president of the company, because of better business conditions generally, and because of the more universal use of better grade varnishes.

### OBITUARY

Col. Charles Robinson, president of the Colt Fire Arms Co., died last week on board his yacht Savatona, near Woodhole, R.I., U.S.

## CATALOGUES AND BOOKLETS

### Vim Packings

"Vim" Leather Packings are described at length in a bulletin issued by the E. F. Houghton & Co., Philadelphia, Pa. The principal features covering the material and process of manufacture are dealt with fully, together with sectional views for use where ordering these packings. Price lists are included for the various styles of "Vim" packings, check valves and plunger leathers.

### 1916 Saw Catalogue

This year's catalogue issued by the Simonds Canada Saw Company, St. Remi Street and Acorn Avenue, Montreal, is claimed by the company to be one of the most complete catalogues of saws, machine knives, hack saws, and files that has ever been issued by any manufacturer of this line. This company manufactures a complete line of various kinds of saws and have catalogued in detail cross-cut saws, hand saws, and hack saws as sold by the hardware trade. If you have not received a copy, one will be sent upon request.



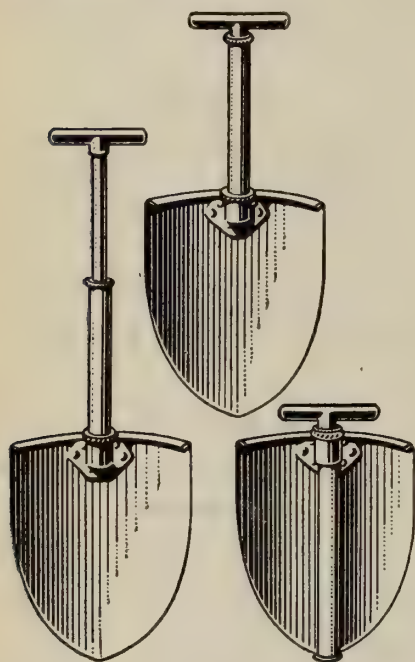
# NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

## IDEAL TELESCOPING SHOVEL

A new product called the Ideal telescoping shovel is being offered to the trade by the Ideal Manufacturing Co., North Kansas City, Missouri. The shovel is for motorists, campers, prospectors, surveyors, and general purposes.

The shovel is made with a telescoping handle, adjustable so as to permit a short or "half handle"—a full length handle or handle telescoped into the hollow part of the blade—thus giving a compact shovel that can be placed in the tool box of any automobile.



*The Ideal Shovels*

The blade is made of high carbon steel— $6\frac{3}{4}$  in. x  $8\frac{1}{2}$  in.; weight of shovel two pounds; finish nickel-plated; length of handle, 16 inches. The accompanying illustration shows three views of the same shovel. The makers claim the shovel is practically non-breakable, and should last a lifetime.

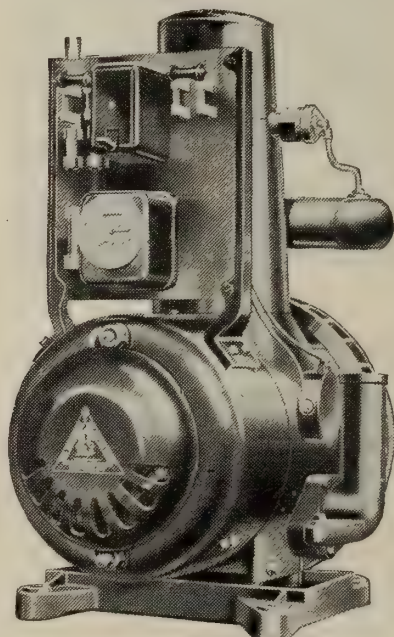
## LIGHTING AND POWER PLANT

After four years of experimental and development work the Domestic Engineering Co., of Dayton, Ohio, U.S.A., is putting on the market an electric lighting and power plant for farms, villages and suburban homes. The new light and power plant is known as Delco-Light.

It consists of a single cylinder air-cooled gasoline motor and electric motor-

generator, direct connected and assembled in one compact unit, and a specially designed storage battery composed of sixteen two volt cells. In both design and operation the plant is claimed to be extremely simple. It is self cranking and it stops automatically when the battery is fully charged. The battery contains one cell known as the pilot cell, in which is a two ball float gauge. This provision makes it possible to tell the condition of the whole battery at a glance, replacing the old system of testing each cell with a hydrometer syringe. The great simplicity of design, which is the principal result of the long period of experiment, has produced a plant that is very low in original and operating costs and is, the makers claim, thoroughly dependable.

It is found that the average farm installation uses from twenty-five to forty lights throughout the house and barn, though of course only a few of these lights are in use at any one time. Service of this kind requires the operation of the plant only once or twice each



*Delco Light Power Plant.*

week for four or five hours. A run of this length consumes about a gallon of gasoline.

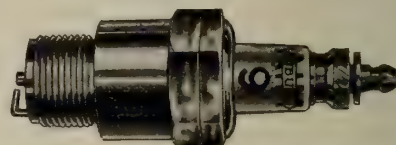
In addition to the lights used all kinds of light power appliances, such as washing machines, milking machines, cream

separators, and even water pumping systems can be operated by Delco-Light power. This of course means that much of the burdensome and non productive work on the farm is lightened to a great extent.

This system the makers state, really brings to the farmer the same conveniences that are enjoyed by his city neighbor, and it delivers them to him for about five cents a day, a rate that is considerably lower than that charged for the same service in the city.

## AUBURN SPARK PLUG

Auburn Ignition Mfg. Co., Inc., Auburn, N.Y., is introducing the Auburn No. 9 spark plug equipped with a "Fireite" unbreakable insulator. The makers state that one of the chief feat-



*Auburn Spark Plug.*



*Auburn Valve Lifter.*

ures of the new plug is that an outside bushing construction is used, which allows all the space formerly taken up by the old style bushing to be filled with an extra large core.

The company is also placing on the market a medium-priced valve lifter, one piece, self-adjusting and made of malleable iron. The makers state that there are no hooks, no chains, no springs to get out of order and no separate pieces to lose. The lifter is made to fit all cars and is said to be strong enough for the heaviest springs. The lifter comes finished in black and packed in attractive individual cartons.

## PERSONAL

W. H. Nickerson, who has been in the employ of Lewis Bros. Ltd., Montreal for the past two years, receiving his early hardware education with T. McAvity & Son, St. John, N.B., will in future cover the territory from Sudbury to Kenora, Soo branch and the Manitoulin Island.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

Although the upward tendency of prices is less pronounced than it was a few weeks ago, some important changes have taken place during the week. Among the lines affected in an upward direction are boiler tubes, black and smokeless loaded shells, American metallic cartridges, empty shells, wads, primers, caps, American firearms, padlocks and night latches, wire clothes line, wire rope, asbestos building paper, raw and boiled linseed oil, turpentine. The weakness in ingot metals continues and price declines have occurred on tin, copper, spelter, antimony, lead. Sheet zinc and solder have both declined in price. Paint manufacturers are experiencing great difficulty in securing supplies of dry colors. Some colors are practically off the market, while others are available only at ridiculously high costs. Reports from Western Canada wholesale hardware firms indicate that there has been decidedly marked improvement in collections. More retailers are now doing strictly cash business than ever before, and as a result are settling their accounts more promptly. Recent hot weather has improved the demand for summer hardware lines. The scarcity of skilled help is the most serious factor with which many hardware manufacturers have to contend at present. Stocks of many lines are becoming exhausted, with little hope of replacement in the immediate future.

**M**ONTREAL, July 13.—The market in general retains factors that have ruled for some time past and continues to settle down along well defined lines that are governed by the easy tone that is predominant in the metal and iron and steel market at present. The fluid state of prices and movements of various lines tends more and more to harden into a more normal condition. The undertone in metal market is decidedly easy and the majority of consumers are only covering their immediate requirements. In view of weak position of markets in iron and steel lines there is less of certainty. Easiness is evident but it is accompanied by a very tangible distrust in the permanence of it so that this line occupies a decidedly uncertain position. The shortage of steel goods represents a very serious situation and prospects of improvements are slight as state of market prohibits buyers from anticipating their wants in order to fulfill orders in consequence of which acute situation becomes aggravated. The strained labor situation continues to be of paramount interest and grows in force as recruiting further depletes the available supply of men and replaces it with at best unskilled hands which in conjunction with raw material shortages further restricts the output particularly in manufacturing industries so that easy tendencies of raw market are largely nullified in case of factory products.

Heavy goods show a few declines in sympathy with the general metal situation and one advance only in case of sulphite sheeting, show greater volume of business than other lines. General hardware lines for the first time in a year are almost at a standstill from a price standpoint with no changes to record although some advances are promised for the near future. The general labor situation is further added to amongst the wholesale trade by short handed condition of staffs owing to the holiday season which in case of travelers is curtailing orders temporarily. Arms and ammunition lines are beginning to come forward and advances are promised in this line as well as in shovels and spades. Shortages, notably in steel lines continue to grow but in case of some seasonable goods the situation has been materially aided by arrival of very warm weather which has created a demand for hose and other watering lines and diminished the demand for lawn mowers and other lawn cutting tools. Trade on whole has fallen off in city and shown good increase in country but a slackening is looked for in the next few weeks until travellers are in full swing again after which according to all present indications an active trade in axes and lumbering tools, skates, hockey sticks, sleighbells, lanterns, cow ties, halters and horse blankets is on the way.

**Tin Declines.**—Tin has made further decline in sympathy with the general

situation in addition to the fact that market is oversupplied and buyers are holding off and buying for actual requirements only. Montreal quotation 47c-47½c, weak.

**Copper Declines.**—Copper declined 1c following ½c drop of previous week. Quotations locally range from 28c to 28½c.

**Spelter Easy.**—Spelter is stagnant from a selling standpoint and prices generally preceding as the metal more nearly approaches normal. Montreal quotation 19½c to 20c, easy.

**Lead Declines.**—Lead declined ½c at New York and St. Louis last week and continues to be weak with but little business passing. Montreal quotations 9¼c to 9½c, weak.

**Antimony Declines.**—Antimony continues to decline steadily and gradually as part of the general metal price movement, Montreal quotations 25c easier.

**Aluminum.**—Market is easier but holds up fairly well although the future is uncertain in view of stoppage of shrapnel orders. Montreal quotations 65c easier.

**Solder Easier.**—Prices have declined 1c as part of the movement in prices and tinsmiths solder is now 30 to 31c and wiping 28 to 29c.

**Sheet Zinc Down.**—Market for casks has declined 3c and is now \$27.50 weakness evident in view of situation on metal market generally.

**Iron and Steel.**—Market is quiet and prices unchanged and although uncertainty is basic feature of market, the continued firmness in face of small volume of business reported from producing centers is taken as an indication of strength. Locally a good volume of business is passing for this time of year and orders are coming in freely although manufactures are greatly hampered in bookings by a general disinclination to anticipate future requirements to any great extent. Whole trade is in waiting condition, steady but confining buying to basis of actual needs only. Foundry and steel making iron enquiries are fairly active on outside report.

**Sulphite Sheeting.**—The market has advanced \$1.00 and is now \$4.50 per cwt.

**Galvanized Sheets.**—The Market is generally weaker in tone but large dealers are not yet able to reduce prices. It is thought in some quarters that makers cannot much longer hold prices up in view of recent declines in spelter. Prices are as per current market quotations.

**Boiler Tubes.**—Prices are unchanged and are as per current quotations but supplies very scarce with complete



stocks unknown to the trade which in view of the large demand is regarded as peculiar. A general revision of prices is under way in this line and higher prices on a few lines.

**Sheet Lead.**—Sheet lead has declined  $\frac{1}{2}$ c on some classes so that No. 3 sheets are now \$12.00, No. 3 $\frac{1}{2}$  are \$11.75 per cwt. and 4 to 6 lbs. \$11.50, while all others are unchanged and are as per current market quotations. Decline followed a  $\frac{1}{2}$ c break in the metal.

**Copper Sheets.**—Declines followed a one cent drop in the metal and all classes declined 1c as per current quotations on list.

**Tinned Plate and Tinned Iron.**—Prices are unchanged and are as per current quotations but shortage increases in both lines and it is almost impossible to get plates either from England or the States.

**Iron Pipe.**—A pronounced shortage of iron pipe continues and has become feature of market. Very little of 3 in. or 4 in. sizes are available 5 in. and 6 in. are out of the market. Prices are unchanged and are as per current quotations.

**In Hardware Lines.**—The feature of the week is the fact that for the first time in a year there are no outright price changes to report in general hardware lines although it is still possible to forecast some that are slated to occur in the very near future. Next to this factor in importance is the extremely acute shortages that are occurring particularly in some seasonal goods but the sudden change in the weather is expected to completely alter this situation in this line, as the demand is already veering round from cutting tools to hose and watering accessories. An increasing shortage of labor is blamed more than the shortage of raw material for the disappearance of so many lines from the market. The warm weather is expected to help sorting orders in many lines, notably harvest tools.

Trade is keeping up well in view of the time of year with the holiday season at its height and many travellers off the road but the chief activity is reported from the country. City trade has fallen off rapidly lately.

**Shovels and Spades.**—An advance of 10 per cent. is authoritatively stated to be due at any time now as part of the general movement in steel lines that has resulted in the sweeping advances in shovels and spades in the past twelve months. Demand is reported to be as good as it ever was.

**Arms and Ammunition.**—Advances are promised on loaded shells and ammunition in sympathy with American advances but so far the amount of same has not been announced and orders are being taken for immediate delivery of arms and ammunition of all kinds as well as other fall sporting goods. Certain lines of small rifles cannot be had as the makers sold out their plants over a year ago to holders of Allies contracts and it is not yet known what the ultimate effect of present high prices in

general will have on demand. Booked orders so far are pretty well up to average of but sorting business cannot be foretold. Prices are as per current quotations.

**Seasonable Goods.**—The sudden arrival of extremely hot weather has reversed the demand in seasonable lines at a time when the acute shortage in lawn mowers, lawn swings, screen doors, electric irons and roller skates made a change most welcome. These lines are reported being practically sold out here and an abundance of local and mail orders at hand that could not be filled. Lawn hose which has been quiet during the period of heavy rains is now beginning to show activity. Tennis lines are in exceptional demand and second order on part of large houses that heretofore have gone through the season on one is not unusual. Increased sorting orders on harvest tool and ice cream freezers are already beginning to show effect of weather change and sale of green wire cloth has been greatly stimulated.

**Roofing.**—Prices are unchanged and are as per current quotations but general condition of line is unsatisfactory. Demand is good for mid season but sales are greatly hampered by a poor delivery on part of makers which in turn is blamed on a raw material shortage.

**Bolts.**—Usual steady all year round demand continues at unchanged prices as per current quotations but shortages continue to exist in certain sizes owing to shortage in raw material to makers. Discounts are shown in current quotations.

**Twist Drills.**—Prices are unchanged and are as per current market quotation but certain sizes are short owing to slowness of arrival of steel supplies from Great Britain so that delivery is very uncertain.

**Rope.**—Prices are unchanged and are as per current quotations with a fairly steady run of business reported especially in the usual mid July sorting up orders in rope for use on hay carriers.

**Carpet Sweepers.**—Demand is light and in keeping with season which prevents the appearance of any indication as to whether same has been affected by recent advance but feeling is that no lessening of interest in line need be feared when time for usual fall trade appears again.

## TORONTO

**T**ORONTO, Ont., July 13.—Conditions in the hardware market continue favorable as regards the volume of business, but considerable anxiety is felt, owing to the growing scarcity of some lines. There is little possibility of any improvement in the situation for some time to come, as the conditions controlling it are getting worse. Manufacturers are handicapped by the shortage of labor and raw materials, while in addition, they are being called upon to pay higher wages. Cost of production is increasing, and the output is being restricted, which all tends to raise prices of manufactured goods

and cause a shortage of many lines. The demand for seasonable lines has improved considerably, owing to favorable weather conditions. Dealers will now have an opportunity of disposing of their stocks of lawn hose, which have so far been moving out very slowly.

Conditions in the country districts are favorable; a large hay crop is assured, and the demand for hay tools has been exceptionally brisk. The ocean freight situation has improved; more cargo space is now available at lower rates, which will benefit trade considerably.

**More Price Changes.**—Although the upward tendency of prices is much less pronounced than it was a few weeks ago, some important changes have been made during the week. The market, however, generally speaking, is steady, and prices are being well maintained, particularly on lines composed of iron, steel or brass. Although there is a shortage of many raw materials, prices have practically stopped advancing, which will be reflected in hardware quotations. The changes this week include lapweld boiler tube, wire rope, wire clothes line, "Yale" padlocks and night latches, asbestos building paper. An advance has taken place in black and smokeless loaded shells, "Dominion" metallic cartridges, American firearms, American metallic cartridges, empty shells, wads, primers and caps. American makers of spades and shovels have advanced their prices, but no change has been made in domestic goods. The ingot metal markets continue weak, and further declines have to be noted affecting spelter, tin, antimony and copper. The cordage market is very firm, and an advance is looked for in sisal and hemp rope, while jute may also be affected.

**Iron and Steel Situation.**—The steel market continues steady, with a tendency to dullness, more or less seasonable. The export business continues heavy, and the situation has been improved by the decline in ocean freight rates. Although the mills are sold up into the first quarter of 1917, there are indications that deliveries are improving. Prices are firm and unchanged, with the exception of lapwelded boiler tubes, which have advanced, as was expected. The situation in the tube market is unchanged, and the prevailing prices will probably remain in effect for some considerable time, no further advance being expected. Wrought iron pipe is unchanged and steady. Many of the mills are well sold up for the remainder of the year on lapweld pipe, but on butt weld sizes they can make delivery in two or three weeks. The skelp situation is unchanged and prices are very firm. On wire rods, domestic mills are in a sold up condition, while in the States the new demand is quiet, as consumers are covered over the remainder of the year.

In the United States the export buying of steel products has been large recently, making up in large degree for a smaller domestic demand, and also helping to sustain prices. The export business consists principally of Bessemer



pig iron, open-hearth and Bessemer billets, steel bars for shells, tin plate, and other finished products. The unfilled orders of the United States Steel Corporation on June 30 stood at 9,640,458 tons, a decrease of 297,340 tons compared with those on May 31. This is the first decrease in unfilled orders shown by the Steel Corporation since August, 1915. Steel bars are quoted at 2.75c, plates 3.25c, and shaped 2.50c Pittsburgh.

**Pig Iron.**—The situation in the pig iron market is unchanged, although prices recently have exhibited a weaker tendency. The consumption of steel-making grades continues heavy and foundry irons are in fair demand. Current prices, which are unchanged, are given in the current market quotations.

**Old Materials.**—The market for old material is quiet, and quotations continue to have a weaker tendency, with declines in copper, boiler plate, rails, malleable scrap, wrought iron pipe, and scrap zinc. Light copper has declined  $\frac{1}{2}$ c, crucible copper 1c, heavy copper  $1\frac{1}{2}$ c, and copper wire 2c per pound. Boiler plate, rails and malleable scrap are each down \$1 per ton, while wrought iron pipe scrap has declined \$2 per ton. Scrap zinc is 2c, and lead  $\frac{1}{2}$ c per pound lower. Prevailing prices are given in the current market quotations.

**Metal Market.**—The metal markets continue weak and lower levels have been registered for practically all the metals. A sharp decline of copper in London has affected prices locally and quotations are lower. The copper market is in a waiting condition, with producers sold up and consumers fully supplied for some months in advance. The tin market is unsettled, with consumers holding off in anticipation of lower prices. Spelter has declined following a break in London, and the market is unsettled, with little business being transacted. The Trust have lowered their price on lead, and the independents are offering concessions, which is further weakening the market. The antimony situation shows no improvement, and quotations have again declined. The aluminum market is steady at unchanged quotations.

**Copper Lower.**—Inquiry for copper for prompt and last quarter delivery continues small, but steady. The market is weak in London, and has declined here also. Most of the large producers are still sold up so far ahead that they cannot accept orders for even small lots for early delivery, and the result is that small consumers who want copper are endeavoring to come into the resale markets. The prospect for a peaceful solution of the American and Mexican difficulties has improved the outlook, but shows no reflection in the market. Quotations are  $\frac{1}{2}$ c lower, and are nominal at  $28\frac{1}{2}$ c per pound.

**Tin Declines.**—The market has been comparatively inactive, and prices continue to decline. The tin situation is affected by the decline in other metals, which is tending to depress the market. The demand is very fair at present

prices. Local quotations are lower and nominal at 43c to 44c per pound.

**Spelter Also.**—A decline in London had been followed by lower prices in New York, where the market is weak and more unsettled than ever. Although the market is declining, consumers are not showing any interest; some producers are shading prices, while others have retired from the market. Quotations are lower and nominal at  $12\frac{1}{2}$ c per pound.

**Lead Steady.**—The Trust had reduced the price of lead to 6.50c New York, but this is not being adhered to by some of the independents, who are quoting as low as 6.35c to 6.45c for spot metal, and 6.25c to 6.35c for August shipments. The production of lead is stated to be heavy, but there is said to be no accumulation of stock in the hands of any of the producers. Lead is dull locally, being quoted at 9c per pound.

**Antimony Weaker.**—The dullness and weakness which have characterized this metal in the past few weeks are as acute as ever, but the market shows some sign of a reaction. Quotations are lower and nominal at 18c to 20c per pound.

**Aluminum.**—Supplies of this metal are rather more plentiful, but the market is dull and quotations unchanged at 67c per pound.

**Solders.**—Prices of solders are lower, following the decline in lead and tin. Prevailing prices are given in the current market quotations.

**Black and Galvanized Sheets.**—The sheet market is quiet, but prices are very firm, with the possibility of an advance on black sheets, owing to the increase in cost of labor and sheet bars. It is expected that the output of sheets will be restricted during the hot weather, and this will have a tendency to stiffen the market, particularly as stocks generally are low. Prices of galvanized sheets are unchanged locally, but are weaker in the United States owing to the decline in spelter. Consumers who have stocks are waiting in the hope that spelter may decline still further. A decline in prices of galvanized sheets is looked for. Prices are given in the current market quotations.

**Tin Plate Situation.**—There is no improvement locally in the tin plate situation; stocks are low and considerable difficulty is being experienced in getting supplies owing to the sold up condition of the mills. Two or three of the leading mills in the States are sold up for the remainder of the year and are unable to quote. The situation has recently become more acute owing to the big demand for canned goods by the American Government for the troops on the Mexican border. Prevailing prices on tin plate are given in the current market quotations.

**Wire Nails.**—The market continues steady and the situation unchanged. The export demand for domestic wire rods and wire nails continues heavy, but the new demand for wire rods is quiet, as consumers are covered over the remainder of the year, and there are very

few surplus rods being offered in the open market. Quotations on rod material at Pittsburgh are a shade easier, ranging from \$50 to \$55 per ton. Wire nails locally are quoted at \$3.70 per keg base, and cut nails at \$3.40 per keg base.

**Wire Products.**—The new demand for wire products is only fair, and the market quiet, as this is the dull season in the wire trade. The export demand for barb wire continues heavy, and the mills are working at capacity. Prices, which are firm at the advance announced last week, are given in the current market quotations.

**Wrought Iron Pipe.**—Prices are unchanged but firm on account of the scarcity of skelp, makers of this material being sold up for the remainder of the year. Prices of standard wrought iron pipe are given in the current market quotations.

**Shafting.**—The market is quiet, as most consumers are covered on their requirements for the remainder of the year. Prices are firm, however, the discount being 50 per cent. off f.o.b. warehouse.

**Boiler Plate.**—Although there has been no change in prices of boiler plate recently, the market continues very firm, due to a heavy export demand in the United States. One Eastern mill is reported as having its output fully taken up until April, 1917, by definite orders now on its books, while there is also a large demand for plate from shipbuilding interests. Prevailing prices are given in the current market quotations.

**Boiler Tubes Advance.**—Makers of boiler tubes have advanced their prices on some sizes of lapweld, but butt weld are unchanged. It is believed in some quarters that prices are now about as high as they will go, but no marked decline is expected for some considerable time. On merchant and boiler tubes mills are well sold up for the remainder of the year, and on seamless tubing into the first half of next year. The market is firm at prices given in the current market quotations.

**Advance in Loaded Shells.**—An advance has taken place in loaded shells. Prices are now 27 per cent. higher for shells loaded with black powder and 20 per cent. on shells with smokeless powder.

**Firearms Advance.**—Owing to the increase in cost of raw materials, American makers of firearms have advanced their prices 15 per cent.

**Metallic Cartridges Also Advance.**—An advance of 20 per cent. has been made in American metallic cartridges, empty shells, wads, primers and caps. An advance of 27 per cent. has been made in "Dominion" metallic cartridges. The increase in cost of raw materials, principally brass, is the reason for this sharp advance.

**Padlocks and Night Latches Advance.**—The increase in cost of raw materials is also the reason for another advance of 10 per cent. on "Yale" padlocks and night latches.



**Spades and Shovels**—American makers of spades and shovels have advanced their prices, which indicates a firm market and a possibility of similar action being taken by Canadian makers.

**Wire Clothes Lines Higher**.—An advance has been made in wire clothes lines; the new prices are as follows:—No. 17, \$6; No. 18, \$4.55, and No. 19, \$4 per 1,000 feet.

**Wire Rope Also Advances**.—Another advance of 10 per cent. has been made in wire rope. The new prices are as follows:—Galvanized, 1st grade, 6 strands, 24 wires,  $\frac{3}{8}$  in., \$9.20, and 1 in., \$26.45. Black 1st grade, 6 strands, 19 wires,  $\frac{3}{8}$  in., \$7.60, and 1 in., \$23.45 per 100 feet.

**Building Papers Advance**.—Asbestos building paper is now quoted at \$3.75 per 100 lbs., and a further advance, ranging from 50c to 75c per 100 lbs., is looked for. There is no improvement in the raw material situation, and prices are very firm.

**Lead Pipe**.—Quotations are unchanged at the lower level announced last week. Pig lead has declined again, giving the market a weaker tone. Lead pipe is quoted at \$13 and waste pipe at \$14 per 100 lbs. The prevailing discount on traps and bends is 10 per cent.

**Cordage Market**.—Although political conditions in Mexico are somewhat easier, the situation in the sisal market continues very unsettled. Quotations on sisal fibre have advanced in the primary market and higher prices on sisal rope may be expected unless the situation improves materially in the near future, a contingency which at present appears improbable. Manila fibre has become more active and the market has a firmer undertone. Italian hemp values continue to be maintained. Business, however, is difficult, owing to the uncertainty concerning shipment, as considerable trouble is being experienced in getting supplies of hemp out of Italy. Prices are given in the current market quotations.

**Oakum**.—Manufacturers report a large demand for oakum, but continued unsatisfactory conditions in the raw material market. Prices, which are firm and unchanged, are given in the current market quotations.

## LONDON

**L**ONDON, July 11.—Business here has been brisk during the past week. Merchants are well pleased with the summer goods trade. Lawn hose has had an exceptionally large sale during the week.

Merchants, although buying freely for their present requirements, are not buying ahead on account of the present high prices, and prospects of lower markets on some lines.

**Linseed Oil Advances**.—The market on linseed oil is stronger again, and the price has advanced 4c per gallon. Quotations are as follows:—

	Raw.	Boiled.
1 to 2 barrels ....	76c	79c per gal.
3 to 5 barrels ....	75c	78c per gal.
6 to 9 barrels ....	74c	77c per gal.

**Turpentine Goes Up 7c**.—The turpentine price has advanced 7c per gallon. The demand is just fair. Local quotations are as follows:—

	Per Imp. gal.
1-barrel lots .....	67c
2 to 4-barrel lots .....	66c
5-gallon lots .....	74c

**White Lead in Oil Firm**.—The price on white lead in oil remains unchanged. The demand is still light, and stocks are in good shape. Pure lead in oil is quoted at \$13.95 in ton lots, and \$14.25 in less than tons.

**Wire Nails Stationary**.—The price on nails remains firm. Most nail orders at present are sorting orders, and not very heavy. The base price is \$3.70 per 100 lbs. Cut nails are quoted at \$3.40 base per 100 lbs.

**Demand for Rope Good**.—The rope market is firm, and the demand is very good at present. The hay fork sizes are the largest sellers at present. The prices remain unchanged as follows:—

	Per lb.
Pure Manila .....	22 $\frac{1}{2}$ c
British Manila .....	18c
African hemp .....	18c
Sisal ... ..	14 $\frac{1}{2}$ c
Cotton, 3-16 inch .....	28c
Cotton, $\frac{1}{4}$ inch and larger ....	27c

**Hay Forks Good Sellers**.—Hay forks, scythes, snaths, scythe stones, etc., are good sellers this week. Harvest tools are quoted at 40 per cent. off list price.

**Fence Wire Demand Light**.—The demand for fence wire is seasonably light at present. The price, however, remains firm.

**Solder**.—Strictly half-and-half solder is selling at 29c lb.

**Hammers Go Up 3c to 5c Lb.**—Striking hammers, sledges, stone hammers, etc., have increased in price. The advance is from 3c to 5c per lb., or about 25 per cent.

**Axes Go Higher Still**.—The price of axes has been advanced by a number of dealers in the various brands. The increase is approximately 50c a dozen. The prices are for present and fall shipment.

**Steel Wagon Jacks Advance**.—Following the recent advances on certain makes of barn door hangers, etc., a new price is quoted by the same concern on steel jacks. The new prices are as follows:—No. 1, \$11 doz.; No. 2, \$14 doz.; No. 3, \$20.88 doz.

**Big Advance in Leather Soles**.—Leather soles and heels are up in price again. The advance this time averages 25 per cent. This makes the price of the ordinary quality men's assorted soles, \$3.45 per doz. pair. This line was sold retail for 25 cents pair, 18 months ago.

**New Discount on Lead Traps**.—The market in lead traps has shown firmness during the past week. A new discount of 10 per cent. off list, is being quoted.

**Hand Saws Up in Price**.—A well known line of hand saws are now 25 per cent. off list. The old price was 30 per cent. Compasses, pruning and kitchen saws are quoted by the same firm at 30 per cent. off list. The old price was 35 per cent. off list.

**Carpet Sweepers Up \$2 Dozen**.—Bissell carpet sweepers as predicted in Hardware and Metal some time ago, are all \$2, per dozen higher. The following prices are quoted on the best selling lines: Champion Japanned \$23 doz.; Champion N. P. \$26 doz.; Universal Japanned, \$26 doz.; Universal N. P., \$29 doz.; Grand Rapids Japanned, \$28 doz.; Grand Rapids Japanned, \$31. Princess, \$32 doz.; Boudoir, \$31 doz.; American Queen, \$34 doz.; Elite, \$36 doz.; Parlor Queen, \$37 doz.; Household Vacuum Sweeper \$5.25 each; Grand Rapids Sweeper \$6.50 each.

**New Discounts on Wrenches**.—New discounts have been announced on Trimo and Stillson wrenches. For the former the figures are 55 and 5 per cent. off list and for the latter 65 per cent. off list.

**Screen Wire Firm**.—The market in screen wire remains firm at former quotations. Painted in 100 ft. rolls is quoted at \$2.25 and in 50-ft. rolls at \$2.30 per 100 square feet. Bronze rolls are selling at 12 cents per square foot. In less than rolls the price is 13 cents per square foot.

**Harvest Tools**.—The market in these articles at the present time is firm owing to the seasonable demand. Present prices quoted are at 40 per cent. off list.

**Spades and Shovels**.—Firsts are being quoted at 40 and 12 $\frac{1}{2}$  per cent. off list, seconds at 40 and 5 per cent. off list and fourths at 30 per cent. off list.

**Hose Nozzles Advance 75c**.—Owing to the big demand on hose nozzles Canadian Gem has been advanced 75 cents per dozen. The new price is \$4.75 per dozen.

## WINNIPEG

**W**INNIPEG, July 13.—Jobbers report that business for the first few days of the month has been extremely good. Seasonable lines are in good demand. Orders are being shipped for screen doors and windows and ice-cream freezers, wire steel, etc., and as this business was rather late in starting, owing to the long cold spring, it is decidedly welcome from the dealers' standpoint, as they will be able to get their stocks down to a more favorable basis.

**Demand for Fence**.—Woven fencing seems to be in great demand, even at this late date, and at the prices being quoted to-day there is no doubt this is good buying. One of the jobbers reports that were they to buy woven fencing on to-day's basis, it would mean an increase in price of at least 5c a rod. With these figures before them, retailers should be able to push the sale of this commodity, as there must be lots of opportunities if worked strongly enough.



**Big Cash Trade.**—From reports which we are able to get, it would appear that there is lots of money in the country, and the majority of retailers are doing a greater percentage of cash business than has ever been their experience before. The railway companies are making every effort to dispose of the enormous quantities of grain which are still in the elevators throughout the West, and this no doubt is proving very beneficial from the retailers' standpoint. One credit man belonging to one of Winnipeg's largest jobbing houses made the statement a few days ago that if collections continued as good as they now were, he was afraid he would have to find another situation. It certainly speaks well for the condition in the country after practically two years of war.

**Some Price Changes.**—For the past

week price changes have not been exceptionally heavy. There has been an increase in the price of hay bale ties, annealed baling wire and bright tinnings' wire. A memorandum of the new prices is shown below.

Hay Bale Ties—Ft. William, 14 ga., \$4.80; Winnipeg, \$5.20 per 100 lbs.

Straight or Pool cars, \$4.70.

Annealed Baling Wire (per 100 lbs.)—9 ga., \$4.45; 10, \$4.51; 12, \$4.65; 14, \$4.75; 15, \$4.85; 16, \$5.05.

Bright Tinnings' Wire—0-9, \$4.45; 10, \$4.51; 11, \$4.57; 12, \$4.65; 13, \$4.75; 14, \$4.85; 15, \$5; 16, \$5.15.

Rope Higher.—Another change has gone into effect in the price of sisal rope and lath yarn. Prices on British Manila and pure Manila have not been affected. The new base on sisal rope is 15½¢ per lb., and on lath yarn 15¢ per lb.

turer's national advertising and his own store's local advertising, window displays, etc. All the trouble to get a customer in the store only to insult her intelligence. It was painfully amusing or amusingly painful.

Of course the lady went out, unsold and undecided. Very little of real salesmanship would have done the work. She was fairly ripe for a suggestion. She asked for bread and got a stone.



## CANADIAN INDUSTRY COMMERCE AND FINANCE.

Canadian business men, and those in other countries doing business, or prepared to do business in Canada, have felt the need of a concise and accurate source of information concerning Canadian industry, commerce and finance. Such a volume has just been prepared, and published by the Industrial and Educational Press, Limited, 45 St. Alexander street, Montreal.

The opening chapters of the book are devoted to a discussion of modern business methods as applied to Canada, in which the author deals with the three divisions—industry, commerce, and finance—in a lucid and authoritative manner. The aim is to present the information in such a way as to make it easily comprehensible. The volume is of particular value to the young business-man and to foreigners doing business with Canadian merchants. The information is especially useful to Canadian merchants at the present time when so many firms are beginning to do an export trade, to which a considerable portion of the book is devoted.

The first chapter on industry deals with each of the various branches of Canada's industrial development, in point of extent, production and possibilities. In his treatise on commerce the author treats the subject in all its phases, foreign commerce, domestic commerce, ocean transportation, inland water transportation, railroads, etc., are taken up in turn and the methods and terms explained. The various markets of the world are described, and a section is devoted to weights and measures in use the world over. The chapter on finance deals with a wide array of subjects. The author first describes the development of banking and instruments of credit, and then deals with all methods in present use describing each separately—foreign exchange, bills of lading and shipping receipts, etc., mortgages, liens, deeds, stocks, bonds, and all classes of insurance are given attention in this chapter.

Another useful and principal feature of the volume is the trade index or directory of all marketable commodities and Canadian producers. This list embodies a description of most commodities and accurate lists of the Canadian producers of each, with addresses.

The book is published by the Industrial and Educational Press, Limited, Montreal, as a companion volume to the Journal of Commerce, of which the Hon. W. S. Fielding is President and Editor-in-Chief.

# The Assassination of a Sale

*How a Clerk Lost a Sale By Not Having a Good Sales Argument—Prospective Purchaser Allowed to Depart Unenlightened and Unsold*

I WAS waiting to talk to the proprietor, and as the incident occurred at my very elbow, I had a good opportunity to take it all in.

The store was really a very good one, and just at that time they were featuring in their windows and newspaper advertising a high-priced line of Thermos bottles. A lady came in and began casually to handle those displayed on the adjacent table. The salesman stepped up politely enough and asked her if she wanted something in that line. She assented and asked the price. "Four dollars," he replied.

## Quality Value

"Yes, but I can get a bottle that will do the same work for \$1.50," she said, and added: "Why should I pay you \$4 for this bottle when I can get a cheaper one?" She seemed to me to be not so much critical as inquisitive, by which I mean that she inwardly admitted the superiority of this bottle, but was curious to know why it was better and what made it so.

## A Hackneyed Sales Argument

And the clerk could not tell her. He hesitated a moment, pondered uneasily,

and said heavily: "Well, you see this bottle is advertised a lot and should be worth more than another one that isn't." That was the beginning, middle and end of his sales argument. The link connecting the manufacturer's national advertising and the consumer was sliced off, as though with a knife. It was the assassination of a sale, done with a heavy-minded efficiency that was as complete in its effectiveness as it was startling in its operation.

## The Things He Didn't Say

The clerk was an experienced one, as hardware clerks go, and yet he did not know his product sufficiently to advance a worth while reason for paying the added cost of it. He could have said: "This higher-priced bottle will keep liquids hot or cold several hours longer than any cheaper bottle. If you want a bottle that will only perform its functions for a few hours, then the cheaper one will serve your purpose; but if you want one that will keep liquids hot or cold for hours, this is the one you want."

## No Co-operation

But he neglected the opportunity and nullified as far as that customer was concerned the effect of the manufac-

# Photos of Interiors and Window Displays Wanted

Have you a fine appearing window display, store interior, or paint department? Hardware and Metal is anxious to keep in touch with progressive methods of display and to let our readers know what other merchants are doing. It will make for greater efficiency all around. We would be glad to get such photographs or snapshots and will promptly acknowledge the same when they are mailed to us. We would also like illustrations of departments of stores, new store fronts, modern delivery outfits, stove departments, sporting goods departments, floats in parades and other timely views. Address all photos to Hardware and Metal, 143-153 University Avenue, Toronto.



# WEEKLY PAINT DEPARTMENT

## Brushes Have Not Advanced This Year

*Prices Quoted by Manufacturers are Same as Those for 1915—Bristles Have Advanced in Price—Canadian Manufacturers Developing New Branch of Their Industry Brooms Now Selling 40 to 50 Per Cent. in Advance*

**A**LTHOUGH paint brushes have not advanced this year over the prices of 1915, still within the past four years there has been a considerable advance in all kinds. One of the popular brushes in use by painters, which sold wholesale in 1912 for \$26 a dozen, is now selling at \$31.60 per dozen. Owing to the great demand for brushes by reason of the building boom that took place throughout Canada in 1910-11-12 an increased price was made necessary. Pigs' bristles for the manufacture of these brushes became scarce, and prices began to soar upward. In these very important materials which go into the manufacture of brushes there was an advance of from 10 to 25 per cent. In certain grades of these bristles there has even been an advance of 35 per cent. over the price of two years ago. These particular bristles are used in kalsomine brushes, and are from 6 inches to 7 inches in length. They come from the back of the wild hog found in the interior of Russia and Manchuria, and are becoming scarcer of recent years. These wild hogs shed their bristles, when they are gathered at certain times of the year by the natives. These brushes are sold at \$6.50 each, or \$12 by the pair.

### Petrograd Central Bristle Market

The bristles used in paint brushes are secured in large quantities from the domestic hog found in Siberia and other parts of Russia. They are collected by the natives into bundles and shipped in their unfinished state to Petrograd. Here they are cleaned, dressed and sorted according to length, and are distributed to various parts of the world. Owing to the great demand on the Russian railways for the transportation of supplies and war munitions it has been impossible to meet the demand. There is also a considerable quantity of pigs' bristles that come from Manchuria and other parts of China. These are the black bristles. White bristles come from Russia. Climatic conditions have much to do with the growing of the particular

kind of bristle suitable for the manufacture of brushes.

### Developing New Industry in Canada

Owing to the inability of Canadian brush manufacturers to get the bristles from Russia in the finished state, they have been compelled to take the bristles in their rough state as they are gathered from the hogs. This has meant the developing of a branch of their industry that had not formerly been required, because of the necessity of cleaning, finishing and sorting the bristles. Canadian manufacturers have shown themselves equal to the occasion, and are meeting with very good success along this line. There has been a dearth of labor for this work in Russia, and manu-

facturers in Canada have been glad to take the bristles in whatever shape they could get them. Consequently they have set about to develop a branch of their industry which they had not bothered with heretofore.

### Export Business Developing

The war has brought a day of larger things for Canadian brush manufacturers. Firms that had pursued the even tenor of their way and were content with local trade to be had in Canada have found themselves in a position to go after the export trade. And they have not been slow to seize the opportunity. Large quantities of brushes have been shipped to England for the use of the troops. Canadian troops have also been

Window display arranged by P. Larochelle, of Farnham, Que. As will be noted this is an attractive window.





THE BRISTLES CAN'T  
COME OUT

**QUALITY**

is always a pre-eminent feature in



**“STEEL GRIP”**  
PAINT AND  
VARNISH **BRUSHES**

The favorable reputation which they bear is due largely to this, and the advantage of the “Bristle Tight” feature adds considerably to their popularity.

They are guaranteed—this relieves the dealer of responsibility. He knows that every “Steel Grip” customer is bound to get satisfaction—and is therefore a safe line for the dealer to recommend.

PRACTICAL PAINTERS PREFER BOECKH'S.

*Write for prices, etc.*

**The Boeckh Bros. Company, Ltd., Toronto, Can.**



**It's human nature to want  
the very best for the money**

The more quality the money will buy the  
better satisfied is the customer.

Money goes a long way when invested in

**Jamieson's Pure Prepared  
Paints and Varnishes**

because they give a maximum of good service.

Stocking the Jamieson Line now will be a preliminary to immense sales.

*Write for our proposition.*

**R. C. Jamieson & Co., Limited, Montreal, Canada**

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

*If interested, tear out this page and keep with letters to be answered.*



supplied with brushes manufactured in Canada. These include such kinds as clothes brushes, hair brushes and brushes for the grooming of horses. Large orders placed with Canadian manufacturers for clothes brushes are made of about 80 per cent. pigs' bristles and 20 per cent. horse hair. The horse hair is introduced into the brush to give the bristles some body and firmness. An indication of the way the brush factories have been rushed with orders might be had from the fact that a factory for the manufacture of brush-making machines was recently established in one of the border towns of Canada. This is a branch of a United States concern, and is the first of its kind to be established in this country.

#### Camel's Hair Brushes Hard to Get

There is a dearth of all kinds of camel hair brushes. These were manufactured for the most part in France and Germany. These two countries had a monopoly of the process by which this hair was dressed and made ready for manufacture into high-grade varnish brushes and brushes for artists. With war conditions prevailing, the artist's trade has almost ceased to exist, and for this reason the demand for this class of brush has been greatly curtailed. Even if they were in demand, it would be impossible to get them, as they are practically off the market. Canadian manufacturers have not as yet turned their attention to the manufacture of these. A representative of one of the brush manufacturers stated it as his opinion that there was a chance for development along these lines on the part of Canadian manufacturers.

#### Brooms Are High in Price

Brooms used by the housewife have never been so high in price as at the present time. Brooms that formerly sold for \$2.25 per dozen are now selling wholesale at \$3.50 per dozen. Better grades of brooms, which sold for \$3.75, are now quoted at \$4.75 by the manufacturers. Brooms that formerly retailed at 25 cents each, are now selling around 35 cents. The more expensive brooms that sold for 50 cents each, are now being purchased by the consumers at from 65 cents to 75 cents. This is an increase of from 40 to 50 per cent. in the price of brooms.

Two conditions in the main have operated to bring this higher price about. In the first place, there was a dearth of the broom corn in the central and western United States—Kansas, Iowa, Nebraska, Illinois—owing to the failure of the crop in some districts. The growing season for broom corn is very short, being about six weeks. The corn is usually gathered about the first week in September. Much of the success of the crop depends on the favorable growing conditions during the last two weeks in August.

In the second place, there have been considerable quantities of broom corn shipped to England for the first time within the past two years. In the past the brooms used by the English housewife were either made of bristles or fibre. Broom corn sweepers were unknown to them. War conditions have caused a shortage in bristles and fibre, and broom manufacturers have turned their attention to the article to be secured from the United States. Much depends on the present year's crop whether or not it is a good one. If it is good, the price of brooms should tend to come down to normal again, unless the export demand for broom corn continues to grow and thus utilize the surplus.



### THE NEW PAINT WINDOW

IN a symposium of paint display ideas recently collected a surprisingly large number of merchants dwelt on the importance of practical painting and varnishing displays eked out by helpful hints and suggestions in the use of paints and accessories.

This idea of practical demonstrations in the preparation and use of various articles to produce a certain finished result has spread to every form of manufactured article in which it can be used from the logical and easy demonstration of a phonograph record to the baking of biscuits, to advertise the flour, the baking powder or the stove. So the incursion into paint lines is a natural result of the growth of the idea.

#### Based on Psychology

It is based primarily on the psychology of the mass which, although proverbially hard to move by the common tactics that fail to pierce its outer coat of indifference, is equally sensitive to the positive suggestion of a direct attack that arouses its interest and stimulates its perceptions.

Thus one merchant featured in his advertising methods of adding to the life of brushes and of getting the most out of a can of paint, only incidentally mentioning the brand he handled, thus giving to his appeal the broad character of generalization that has become the goal of the constructive element in advertising to-day. The window was laid out on similar lines of a purely educational character, featuring little tricks of the painters' trade, things to do and not to do, with placards giving full descriptions.

Prices were mentioned in each case, but were subordinated to the other and central idea of usefulness and saving to be attained by the articles in the window.

#### Forceful Arguments

Arguments were adduced proving the practical economy of the liberal use of paint and interior varnishes, both by

original illustration and the quoting of statistical facts gathered by Governments and corporations.

#### Finished Product Displays

Small sections of decorated wood and cabinet work were shown as well as unique designs done in paint on kitchen floors, borders, lines, etc.

#### Painting in the Window

Another merchant hired a skilled painter to demonstrate correct and incorrect methods of holding the brush and applying the paint so as to avoid waste and get a good finished effect. In every case the results were excellent, and much more productive of sales results than the hackneyed and silent displays of innumerable cans of paint.



### WEEKLY PAINT MARKETS

(Continued from page 44.)

an advance will be made in the prices of putty. Quotations are unchanged in the meantime as given below for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks .....	\$2.80
Bulk, in 100-lb. drums .....	3.00
Bulk, in 25-lb. drums .....	3.10
Bladders, in barrels .....	3.40
Pure putty, 70c per 100 lbs. advance.	



#### GETTING AHEAD

(From Merchants' Record & Show Window)

We have always maintained that the display man's position offers greater opportunity to consistent advancement than any other in a retail store. The display man is, or should be, an important member of the board of strategy which plans and puts into effect the big events that give prestige to every important retail establishment. The advertising man is expected to bring people to the store, but getting a crowd into a store is one thing and selling merchandise to that crowd is something entirely different. It is after the people have been brought to the store that the impulse to buy must be created. Either in the windows or show cases or on the counters, the merchandise must be presented in such a manner as to create a desire to possess. The most earnest argument of the advertising man can hardly do more than to bring the prospective customer to the critical point where the display man and salesman must complete the transaction. But, whereas the salesman can speak to but one customer at a time, it lies within the power of the display man, with the assistance of the show card writer, to "argue" with an unlimited number of possible customers at the same time. Merchants generally have come to appreciate this and the display man is being called into the store councils more than he ever was before. This is a situation he should make the most of. He should lose no opportunity to learn more of the merchandising end of the game. He should study selling plans and advertising.

There is a chance to do this in every progressive store. Merchants are always looking for ideas and if they can be had from the display man they will be appreciated just as much as if they came from a member of the firm. Every live merchant will advance an employee just as fast as the latter is able to travel. And the display man who can work into the advertising and merchandising end of the business may be reasonably sure of a chance to get ahead. We know of a dozen display men who have worked themselves into exceedingly good salaried positions through following the precepts laid down here.





"WE are using the same paints in this building of yours that were used on the Pennsylvania Station, the Metropolitan Tower and the Hell Gate Bridge in New York. They are the greatest steel preservatives ever invented, and are known as

**TOCKOLITH** AND **R.I.W.**  
THE PATENTED CEMENT PAINT DAMP-RESISTING PAINT

Tockolith, in drying, liberates lime and in this way deposits a hard cement coating on steel. It combines with incipient yellow rust when present, stopping further oxidation.

Tockolith and a finishing coat of R. I. W. Damp-Resisting Paint keep steel work in perfect condition.

Write for Tockolith Booklet from Dept. 50

**R. I. W. DAMP-RESISTING PAINT CO.**  
**TOCH BROTHERS**

Gerrard St. and Carlaw Ave.  
TORONTO, ONTARIO, CANADA



## FLASHLIGHTS Increase Your Sales

The demand for FRANCO FLASHLIGHTS is bound to be bigger than ever this summer. Everybody will want one. Are you prepared to get your share of this business? It will pay big. The renewal business, too, on FRANCO Radio Batteries and FRANCO Radio Tungsten Lamps will be mighty profitable.

### FRANCO FLASHLIGHTS

are proving a big paying proposition to the thousands of live dealers all over the United States and Canada. Every FRANCO FLASHLIGHT is definitely guaranteed to give your customers definite satisfaction.

Profits are large and steady—your initial investment is small. We have a special introductory proposition which is bound to interest you. Send for it now.

CATALOGUE MAILED ON REQUEST.

**Interstate Electric Novelty Co.**  
**of Canada, Limited**

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition



THIS old gum melting kettle used by us nearly sixty years ago has been retired from active service, but may still be seen at our factory.

From the very first the name of Berry Brothers has been associated in the minds of all buyers with what is best and most reliable in varnish and enamels. Berry Brothers' label is recognized as a guarantee of quality and a protection against inferior products.

It pays to feature our line because they not only make customers, but retain them.

**LUXEBERRY WHITE ENAMEL**—whitest white, stays white. Makes permanent snow white finish in either gloss or dull effects.

**LIQUID GRANITE**—floor varnish. Makes smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

**LUXEBERRY WOOD FINISH**—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and attractive dealers proposition.

**BERRY BROTHERS**  
INCORPORATED  
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(365)

If interested, tear out this page and keep with letters to be answered.



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, July 13. — The months of July and August are generally the slack months in the paint trade—Travellers, for the most part are off the road, on vacation, and the number of orders received by manufacturers is naturally diminished. Farmers are busy harvesting and there is not a great deal of painting going on, so that the retailer finds this a slack season also.

The present time is no exception to the general rule—manufacturers report that mail orders are coming in a satisfactory manner that the volume is greater than that of previous years but that these being the dog days, not much is expected.

The outstanding feature of the market during the past week has been the sharp advance in the price of linseed oil and turpentine. In both cases this came as somewhat of a surprise as it was not thought that such a quick pump was to be expected.

At the present time it would be hard to find any one willing to predict the course the market will take as the reason for the recent advance does not seem to be understood.

**Linseed Oil Advances.**—A sharp advance in the price of linseed oil has taken place during the past week—A week ago it was possible to get a quotation as low as 73c for raw oil in single barrel lots, to-day the lowest quotation obtainable is 81c. The following prices rule generally:—

	Raw.	Boiled
1 to 2 barrels .....	81c	84c per gal.
3 to 5 barrels .....	80c	83c per gal.
6 to 9 barrels .....	79c	82c per gal.

**Lead Quiet.**—The lead market is unchanged from last week—Pig lead has declined ½ cent, losing the advance it made a week ago—The advance in the cost of oil will naturally be expected to reflect itself in the price of white lead in oil. Of course the decline in pig lead helps to offset the advance in oil. Prices are unchanged as shown in current market quotations.

**Turpentine Up.**—An advance of 8c per gallon has taken place in turpentine. This was somewhat of a surprise as the market, a week ago was particularly weak. The advance is said to be due to manipulation. The present prices are for single barrels 68c-70c and for 5 barrels 66c-69c, Imperial measure.

**Paris Green.**—Paris green is practically impossible to get. This being the height of the season, the demand is far greater than the supply and at the

present time there are being placed upon the market chemical productions which, while it is not claimed that they are equal to the original article, are a good substitute for Paris green. Prices are shown in current quotations.

**Gasoline Steady.**—No change is shown here from the figures which have been quoted for the last two weeks. The demand still continues to be heavy and stocks are not large. We repeat last week's quotation of 29½c, 30c and 33c.

## TORONTO

**T**ORONTO, Ont., July 13.—Business in the paint trade continues quiet but a slight improvement has been noticeable in the city since the weather conditions became more favorable. The feature of the week has been the sharp advance in linseed oil and turpentine due in the former case to a substantial recovery in the seed market and in the latter to conditions prevailing in the South. The dry color situation is getting more acute and is causing considerable anxiety to paint manufacturers. Not only is there a serious shortage of some colors but prices are abnormally high. Higher prices on putty are considered probable in some quarters owing to the growing scarcity of whitening, this material being very difficult to obtain now. Resins have advanced but white lead, glass and gasoline are unchanged.

**Sharp Advance in Oil.**—A pronounced recovery in the seed market is reflected in linseed oil which has made a sharp advance. The improvement in the seed market is attributed to a report that the flax acreage is not as large as was anticipated. Although prices of oil may fluctuate indications point to a considerably firmer market than has obtained during the past few weeks. The demand although still light is showing some improvement. The following range of prices are now being quoted on oil in Toronto, with the high level more frequently heard.

	Raw.	Boiled.
1 to 2 barrels ....	75c 79c	78c 82c
3 to 5 barrels ....	74c 78c	77c 81c
6 to 9 barrels ....	73c 77c	76c 80c

**Turpentine Advances.**—An influential syndicate has been formed in the States known as the American and International Corporation. The purpose of the new company is claimed to be to sustain the market and prevent violent fluctuations in prices of resin and turpentine. The effect so far has been to boost prices of both these materials, turpentine having advanced 10 cents per gallon. Resins

are higher on all grades, the dark grades being affected more particularly. The following prices are now being quoted in Toronto on turpentine: 1 barrel lots 70c; 2 to 4 barrel lots, 68c and 5 gallon lots 78c per Imperial gallon.

**Dry Color Situation.**—The situation as regards dry colors is becoming more acute. Some colors including Prussian blue are off the market while others are becoming more difficult to obtain and are increasing in cost. Greens at the present time cost over 150 per cent. above the price which was being paid by paint manufacturers when the present schedule for ready mixed paints was established. It is further claimed by one paint manufacturer that if present conditions continue, yellows used in floor and carriage paints, etc., will increase the price of yellow paints probably 50c or 60c per gallon. The same manufacturer to-day stated that he is prepared to purchase a supply of ultramarine blue, chemically pure if offered, at a price 400 per cent. higher than the price which was ruling one year ago. Dry colours are so scarce, and high in price that they have to be considered more than white lead and oil in relation to the cost of paints at the present time.

**White Lead.**—Quotations are unchanged and the market is steady. Some jobbers who have heavy stocks of white lead are cutting prices and concessions are being made to large buyers. Business however, is quiet at the lower prices as large buyers are well stocked up. Quotations in exceptional cases are lower than \$13.95 which is the prevailing price for white lead per 100 lbs., in ton lots. Less than ton lots the price is 30c per 100 lbs. higher.

**Glass.**—The market is steady and business quiet. Deliveries have improved particularly on plate glass which is an indication that the situation is gradually improving. Prevailing prices are given in the current paint market quotations.

**Gasoline.**—Although the consumption of oil continues on an unprecedented scale the production is gradually growing and there is some differences of opinion among authorities as to whether the latter feature will have the effect of reducing present price levels before the end of the year. Quotations in the meantime are firm at 32c per gallon for gasoline and 31½c for benzine.

**Putty.**—Owing to the scarcity and high cost of whitening it is probable that

(Continued on page 42.)



**B-H****B-H**

# A pledge to the public

Our name is not only on our Product, but it is also a part of the name of the Product.

The letters **B-H** on B-H "ENGLISH" PAINT are like a signature to a check or note. It is a promise not to pay but to fulfil certain moral obligations in producing an article which can be purchased by the Public without the slightest hesitation, in fact with entire confidence.

## **B-H. "ENGLISH" PAINT**

Represents

The Greatest Covering Capacity per Can,  
The Greatest Durability per Foot of Covering,  
The Greatest Value per Dollar of Cost.

**BRANDRAM-HENDERSON**

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 64  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26 1/4% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15 1/4% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26 1/4% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2 1/4%; Arrow, 20%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F., 38, STW., \$10.45 net.

"Dominion" B.B. Caps, 35-10%; C. B. Caps, 35-2 1/4%; 22 short, black, 35-2 1/4%; 22 short smokeless, 40-10%; 22 long, black, 35-2 1/4%; 22 long smokeless, 35-2 1/4%; 22 long, rifle, black, 25%; 22 long, rifle, smokeless, 25%; other R. F. ball, 30%; R. F. shot, 30%; Pistol and rifle ball, add 5%; Pistol and rifle shot, add 5%; military and sporting advance, 25%; Primers, \$2.10 per M. net; brass shot shells, 35%; "Winchester" B.B. Caps, \$2.55 M net; C. B. Caps, \$3.20 M net; 22 short, black and Lesmok, 20-10%; 22 short, smokeless, 37 1/2%; 22 long black and Lesmok, 20-10%; 22 short, smokeless, 22-10%; 22 long, rifle, black, 15%; Other R. F. ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Shot, 25%; Military Pistol and Rifle Ball, adv., 10%; tary and sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12 1/2%; Empty Shells, 27 1/2%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; 1/2c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47 1/2%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—Sin., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iland made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 25  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25 10 00  
Double bit ..... 11 00 12 50  
Hunters' Axes ..... 5 50 6 50  
"Boy's" Axes ..... 6 25 7 00  
Bench Axes, Samson  
No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.  
Thomas Robertson & Co., Ltd., — No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3.

Prices 11c to 60c pound.  
Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.  
Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12 1/2c.

## BELTING (Leather.)

Extra, 40%.  
Standard, 40 and 10%.  
Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

## BENZINE

Montreal Toronto  
Single bbls., gal. ... 0 32 1/2 0 31 1/2  
Drums, gal. .... 0 29 1/2 0 29 1/2

## BOLTS AND NUTS

Carriage Bolts (\$1), list, 3/4 in. dia. and smaller, 40%.  
Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, 3/4 in. dia. and smaller, 40%.  
Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, 3/4 in. dia. and smaller, 30%.  
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%.  
Skein Bolts, 45%.

Square Head Blank Bolts, 30%.  
Bolt Ends, 30%.

Flow Bolts, 20%.  
Elevator Bolts, 30%.

Fancy Head Bolts, 25%.

Shaft Bolts (\$3 list), 25%.

Sten Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%.

Nuts, square, 2c off list.

Nuts, hexagon, 2c off list.

Stove Rods, per lb., 8c.

Stove Bolts, 62 1/4%.

## TIRE BOLTS, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 08 1/4

## BRASS

Per lb.  
Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60  
Rods, base 1/2 to 1 in. round 0 55

Tubing, seamless base ..... 0 55

Tubing, iron pipe size, 1 in. base ..... 0 50

Copper tubing same as brass.

## BARBS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

Per doz.  
No. 1—18 in. x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.  
Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc  
Per doz.  
Pony ..... \$ 75  
Crown ..... 4 55  
Dandy ..... 3 75

Improved Globe ..... 2 65 3 85  
Standard Globe ..... 2 75 3 95  
Neptune ..... 2 75 3 95  
Original Globe ..... 4 25

Newmarket King ..... 4 25  
Victor (Glass) ..... 4 25  
Jubilee ..... 4 25  
Diam'd King (Glass) ..... 4 50

Western King (Enamel) ..... 4 25  
Beaver, brass ..... 6 00  
Wood, double faced. .... 1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. 16 13  
Weighted, 20 lbs., per doz. 18 50  
Weighted, 25 lbs., per doz. 22 32

## BUTTS

No. 804, 50, 12 1/4%; No. 840, 50, 5%; No. 800, 40%; No. 838, 45%; No. 802, 50%; No. 808, 45%; No. 810 and 814, 35%.

## CANS

Milk factory cans, 15%.  
Cream cans, 20%.  
Railway cans, 20, 5%.

Hand delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.

Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots ..... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto. 1 50 1 50  
White Bros. English. 2 00 2 05

"Lafarge" cement, in wood 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00 28 00  
Fire brick, English ..... 17 00 21 00  
Fire brick, Mm., low 23 00 25 00  
Fire clay, 2 1/2-lb. tins, doz. 1 25

## CEMENT (FURNACE)

1 1/4 lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04

## CEMENT, ROOFING

Per gal.  
Roofing cement (in bbls.) ... 0 29  
Cement (in 5 and 10 gals.) ... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross. 0 65 0 80  
Carpenters' lead pencils, per gross ..... 2 40 6 75  
Crarons, per gross ..... 0 20

Carpenter, white, gr. 0 65  
Carpenter, blue, gr. 0 80  
Carpenter, red, gr. 0 80

## CHISELS

Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50

Common cold, 1/2, \$1.35; 5/8, \$2; 3/4, \$2.75; 7/8, \$3; 1, \$4.

Socket Chisels, 75% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.  
Proof coil, per 100 lbs., 1/4, \$9.45; 5-16, \$9.10; 3/8, \$8.35; 7-16, \$7.15; 1/2, \$6.95; 9-16, \$6.95; 5/8, \$6.80; 3/4, \$6.70; 7/8, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB 2-16 in., \$11.45; 1/4 in., \$8.15; 5-16 in., \$6.65; 3/8 in., \$5.60; 7-16 in., \$5.60; 1/2 in., \$5.60 per 100 lbs.

Electric Weld Loading Chain, 1/4 in., \$13.50 per 100 lbs.  
Steel Jack, 15% net.

Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37 1/2%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

## COPPER

Montreal Toronto  
Casting ingot, see weekly report  
Bars, 1/2 to 2 in. .... 46 50 46 00  
Plain sheets, 14 oz. .... 44 00 44 00

14x28 in., 14x60 in. 45 00 45 00  
Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00  
Copper sheet, planished, 14x60 base. 57 00 57 00  
Braziers' in sheets, 6x4 base ..... 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33 1/2

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

## Galvanized

Apollo Crown Gorbals  
18x24x52 .. 6 25 6 25 6 50  
60 .. 6 50 6 50 6 75  
20x28x47 .. 6 75 6 75 7 00  
20x28x94 .. 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box  
IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25

Raven and Murex Grades—  
IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00

"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade—  
I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

## COKE, BRIGHT

Bessemer Steel—  
10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

## CROWBARS, 4 to 4 1/4c per lb.

## DRILLS

Bit Stock Drills, 50%.  
Wood Drills, 20%.

Straight Shank Drills, 45%.



MADE IN CANADA



**3 SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE**

**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

**MOORE'S**

**House  
Colors**



**Top-notch Quality  
—Medium Price**

form a double attraction for the paint department that sells

**Moore's House Colors  
a pure linseed oil paint.**

It is made from the very best and most lasting pigments combined with Pure Linseed Oil and the very best liquid dryers.

Dries perfectly hard and without gloss, yet possesses sufficient elasticity to prevent cracking or peeling.

Its working and lasting qualities have been thoroughly tested at seashore and inland, and have given complete satisfaction.

*Drop a card for agency proposition.*

**Benjamin Moore & Company  
LIMITED**

WEST TORONTO

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —  
DOUBLE-COATED TISSUE.**

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base 9 50	9 50	9 50

**FILES AND RASPS.** Per cent.

Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Delta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Vulcan Brand .....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.** Doz.

Hollow and pressed steel....	0 75
Solid .....	1 20

Special Stall Fixture, 40%.

**FRAMED MIRRORS.** Doz.

Size glass, 4 x 6 .....	1 00
Size glass, 5 x 7 .....	1 25
Size glass, 6 x 9 .....	1 60
Size glass, 7 x 9 .....	1 75
Size glass, 8 x 10 .....	2 00
Size glass, 9 x 12 .....	2 60
Size glass, 10 x 14 .....	3 10
Size glass, 10 x 17 .....	3 75

**GASOLINE.** Montreal.

Barrels .....	0 33
Drums .....	0 30
Tank wagon .....	0 29½

Any quantity, in bbls. .... 32

Drums, 40-gal., per gal. .... 32

Tank wagon ..... 28½ |

**GRINDSTONES** Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes extra.

**HALTERS (SNAP AND RING)**

Russet rope shank, 1 in. ....	7 75
Russet rope shank, 1½ in. ....	9 25
Black rope shank, 1 in. ....	8 00
Black rope shank, 1½ in. ....	9 40
Hand sewn, no shank, 1 in. ....	11 50
Hand sewn, no shank, 1½ in. ....	13 00
Hand sewn, with shank, 1 in. ....	14 75
Hand sewn, with shank, 1½ in. ....	16 25

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18; ¾ in., \$21.

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt. .... 8 85

Masons, 5 lbs. and over, per cwt. .... 10 10

Napping, up to 2 lbs. .... 0 13½

**HANDLES (WOOD)** Net

Axe, No. 3 culls, doz. .... 0 84

Axe, No. 1 hickory, doz. .... 2 14

Axe, 2nd growth, doz. .... 3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

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**HANGERS, BARN & PARLOR**

Stearns, wood track, Special, zenith ..... 9 00 |

Atlas, steel covered.. \$5 25 6 60 |

Perfect, No. 1 ..... 8 50 |

Perfect, No. 1½ ..... 9 50 |

Perfect, No. 2 ..... 10 00 |

New Milo, flexible, doz. .... 6 50 |

Steel King Hangers, doz. sets ..... 6 40 |

Storm King and safety hangers, doz. .... 6 50 |

Storm King rail ..... 4 70 |

Crown ..... 4 85 |

Crescent ..... 7 25 |

Sovereign ..... 6 50 |

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.) ..... \$ 3 25 |

Steel track, 1¼ in. .... 4 75 |

**HATCHETS.** Samson Samson

Per doz. Shingle Claw

No. 1 ..... 7 20 | 8 25 |

No. 2 ..... 7 80 | 8 50 |

**HINGES, TEE AND STRAP**

Net Prices.

Heavy Strap Tee

4-inch ..... \$1 48 | \$1 24 |

5-inch ..... 1 79 | 1 55 |

6-inch ..... 1 94 | 1 75 |

8-inch ..... 2 64 | 1 98 |

10-inch ..... 4 65 | 3 57 |

12-inch ..... 5 78 | 5 63 |

14-inch ..... 6 59 | 5 74 |

Net price figured at 22½%.

Light.

3 in., doz. prs. .... 0 43 | 0 43 |

4 in., doz. prs. .... 0 51 | 0 47 |

5 in., doz. prs. .... 0 60 | 0 55 |

6 in., doz. prs. .... 0 72 | 0 64 |

8 in., doz. prs. .... 1 06 | 0 76 |

10 in., doz. prs. .... 1 49 | 1 02 |

12 in., doz. prs. .... 2 55 | 1 91 |

14 in., doz. prs. .... 2 34 |  |

Heavy tee and strap discount, 22½%.

Light tee and strap discount, 37½%.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs. .... 5 50 |

Over 14 in., per 100 lbs. .... 4 90 |

Larger ..... 4 60 |

Extra hooks for above, ¾ in., per lb. .... 7 |

Extra hooks for above, ¾ in., per lb. .... 6½ |

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., \$4.55 doz.

**HOOKS, CORN.**

Cyclone, doz. .... 2 40 |

Hoes, corn, doz. .... 5 40 |

**HOOKS, GRASS.** English

No. 2, per doz. .... 2 15 | 3 60 |

No. 3, per doz. .... 2 25 | 4 10 |

No. 4, per doz. .... 2 35 | 4 60 |

No. 5, per doz. .... 2 55 |  |

**HORSESHOES**

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; shoe pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.40; "Sharp" No. 2 and larger, \$1.60; "Sharp" No. 1 and smaller, \$1.75. Put up in 25-lb. boxes.

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**HOSE, LAWN.**

Corrugated, ½ in., ft. .... 0 11 |

Corrugated, ¾ in., ft. .... 0 14½ |

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60, 10%.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

Montreal Toronto

Angles ..... base 2 50 | 3 50 |

Common bar, per

100 lbs. .... 3 00 | 3 00 |

Refined iron, per

100 lbs. .... 3 05 | 3 25 |

Horseshoe iron, per

100 lbs. .... 3 45 | 3 00 |

Norway iron ..... 7 25 | 6 00 |

Mild steel ..... 3 30 | 3 25 |

Band steel ..... 3 30 | 3 50 |

Sleigh shoe steel ..... 3 30 | 2 25 |

Domestic ..... 3 30 | 3 25 |

Reeled machinery

steel ..... 4 50 | 4 50 |

Tire steel ..... 3 50 | 3 50 |

Toe calk steel ..... 4 20 | 4 25 |

Mining tool steel,

per lb. .... 0 11½ | 0 10 |

Cammell Laird, lb. .... 0 18 |  |

Sheet, cast steel, lb. .... 0 20 | 0 20 |

Black Diamond tool

steel, per lb. .... 0 12 | 0 11 |

Silver tool steel, lb. .... 0 17½ | 0 18½ |

Spring steel ..... 4 60 | 4 50 |

**COLD ROLLED SHAFTING.**

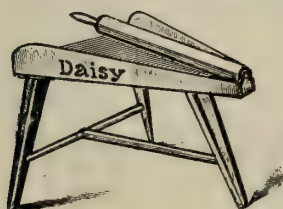
7-16 to 9-16 in. .... 0 06 |

¾ to 1-16 ..... 0 05¾ |





# Increase Business by Pleasing Customers



The Daisy Churn always pleases. There are a score of features which have made it popular—neat frame, beautiful finish, barrels with staves that never break. There is a bow lever by which the power can be applied evenly to both sides, preventing the churn creeping. The treadle for the foot is wide and comfortable. There are wheels on the feet by which the churn can be wheeled around. All castings inside the barrel are galvanized. The lid lifts in only one way, preventing the cork wearing. Drip is galvanized and is turned into the bung hole. Peep hole is large and the putty on it is enameled.

Sell the Daisy Butter Worker with the Daisy Churn. It works the butter more quickly and evenly and with half the work required by bowl and paddle. Every owner of a churn should have a butter worker.

## Beatty Bros., Limited. Head Office: Fergus, Ontario

Edmonton, Alta. — Winnipeg, Man. — Montreal, Que. — St. John, N.B.

BT Pumps, Churns, Washing Machines, Ladders, Hay Carrier Goods,  
Steel Tanks, Wringers, Barn Door Track, Pipe and Barn Equipment.



# CHURNS



*If interested, tear out this page and keep with letters to be answered.*



**NAILS**

Standard steel wire nails,  
Toronto, \$3.70 base; Montreal,  
\$3.75 base; London, \$3.70 base;  
Collingwood and Owen Sound,  
\$3.75 base.  
Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 33 1-3 p.c.  
Pressed spikes, 1/2 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process  
Size Length Prices per  
25-lb. box  
No. 3, 1 1/4-inch ..... \$4 10  
No. 4, 1 1/2-inch ..... 3 80  
No. 5, 1 1/2-inch ..... 3 25  
No. 6, 2-inch ..... 3 00  
No. 7, 2 1/2-inch ..... 2 85  
No. 8, 2 1/2-inch ..... 2 75  
No. 9, 2 1/2-inch ..... 2 65  
No. 10, 2 1/2-inch ..... 2 55  
No. 11, 3-inch ..... 2 45  
No. 12, 3-inch ..... 2 48  
London, Hamilton, Montreal,  
Toronto.  
Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.  
Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

Per rod  
Invincible, 1640 ..... 0 60  
Invincible, 1848 ..... 0 66  
Invincible, 2060 ..... 0 73  
Put up in 10, 20 and 30-rod rolls  
**OAKUM** Per 100 lbs.  
Best (American) ..... 19 25  
U.S. Navy (American) ..... 18 50  
New hemp (English) ..... 13 50  
U.S. Navy (English) ..... 11 50  
Plumbers (spun) ..... 7 50

**OIL**

Montreal Toronto  
Can. prime white  
petrol ..... 0 14 0 13 1/2  
Royalite ..... 0 14 0 13 1/2  
Palatine ..... 0 17 1/2 0 17  
Castor Oil per lb. .... 0 45 0 25  
Black Oil (Summer) ..... 0 14 1/2 0 12 1/2  
Black Oil (Winter) ..... 0 12 1/2 0 13 1/2  
Cylinder Green ..... 0 35 0 35  
Paraffine ..... 0 24 0 22  
XXX Machine ..... 0 25 1/2 0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 c lb.  
Tea lead, chest, 5 1/2 c lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/2 c lb.  
Brass, light, 11 1/2 c lb.  
Zinc, heavy, 11 c lb.  
Copper, heavy, 19 1/2 c lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15 c lb.  
Compos. turnings, No. 1, 13 c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2 c;  
bicycle tires, 2 1/2 c.

**PACKING**

Per lb.  
Fine jute ..... 0 11 1/2  
Coarse jute ..... 0 09 1/2  
Square braided hemp ..... 0 25  
No. 1 Italian ..... 0 30  
No. 2 Italian ..... 0 23

**PAPER, ETC.**

O.K. Paper, per roll ..... 0 95  
Resin sized Fibre, per roll ..... 0 55  
Per 400 ft. roll  
Tarred Fibre, No. 1 ..... 0 80  
Tarred Fibre, No. 2 ..... 0 51  
Tarred Fibre, Good Luck  
Brand ..... 0 71  
Dry Fibre, Good Luck  
Brand ..... 0 59  
O.K. Brand corded sheathing 0 95  
Sheathing, Shield Brand, dry 0 43  
Sheathing, Shield Brand,  
tarred ..... 0 51  
Sheathing (Surprise) ..... 0 43  
Dry fibre, No. 1 ..... 0 68  
Dry fibre, No. 2 ..... 0 43  
Sulphate, Black Cat, tarred, 0 80  
Sulphate, Black Cat, dry, 0 60  
Per 100 lbs.  
Heavy dry straw ..... 2 05  
Heavy tarred straw ..... 2 05

Spruce sheathing ..... 3 00  
Carpet felt, 16 oz. .... 4 00  
Carpet felt, 20 oz. .... 4 00  
Asbestos Bldg. .... 3 75  
Tarred felt ..... 3 25  
Heavy fibre, 32 ft. x 60 ft., 2 00  
Oiled waterproof building  
paper, 600 sq. ft. roll, 1 05

**ROOFING PAPER**

Cyclone, dry ..... 0 68  
Cyclone, tarred ..... 0 80  
Surprise sheathing ..... 0 43  
Heavy, dry ..... 2 15  
Heavy, tarred ..... 2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs., doz.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect April 26, 1916.  
Buttweld Per 100 feet  
Black Galv.  
1/2 in. .... \$ 3 00 \$ 4 50  
1/4 and 3/8 in. .... 3 06 5 43  
1/2 in. .... 3 91 6 08  
3/4 in. .... 4 72 7 05  
1 in. .... 6 97 11 31  
1 1/4 in. .... 9 43 15 20  
1 1/2 in. .... 11 28 18 29  
2 in. .... 15 17 24 61  
2 1/2 in. .... 23 99 38 90  
3 in. .... 31 37 50 87  
3 1/2 in. .... 37 72 61 18  
4 in. .... 44 69 72 49

**Lapweld**

2 in. ....	17 02	26 46
2 1/2 in. ....	25 16	40 07
3 in. ....	32 90	52 40
3 1/2 in. ....	39 56	63 02
4 in. ....	46 87	74 67
4 1/2 in. ....	57 15	90 81
5 in. ....	66 60	105 82
6 in. ....	86 40	137 28
7 in. ....	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	188 75
8 in. x 25 lbs. per ft.	141 12	217 44
9 in. ....	169 05	260 48
10 in. x 25 lbs. per ft	156 80	241 60
10 in. x 40 lbs. per ft	201 88	311 06

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$13 net.  
Lead waste pipe, \$14 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65% off.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl. .... 4 75  
Pine, green, per bbl. .... 5 25

**PLASTER**

Paris, per bbl., London, 2 25

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

Montreal Toronto  
Plates, 1/2 to 1/2 inch,  
per 100 lbs. .... 4 00 4 00  
Heads, per 100 lbs. .... 4 25 4 25  
Tank plates, 3-16 in. .... 4 75 4 75

**PLUGS (METAL)**

Painted wall plugs, per  
1,000 ..... \$20 00  
Galv. wall plugs, per 1,000, 23 00

**POLISH**

O-Cedar, 4 oz. bottles ..... \$2 00  
O-Cedar, 12-oz. bottles ..... 4 00  
O-Cedar, 1-qt. can ..... 10 00  
O-Cedar, 1/2-gal. cans ..... 16 00  
O-Cedar, 1 gal. cans ..... 24 00

**PUMPS**

B.T. Pump, No. 1, net, ..... \$ 3 63  
B.T. Pump, No. 2, net, ..... 4 40  
B.T. Pump, No. 3, net, ..... 6 60  
B.T. Pump, No. 4, net, ..... 8 25  
B.T. Pump, No. 5, net, ..... 8 80  
B.T. Pump, No. 6, net, ..... 9 90  
B.T. Pump, No. 7, net, ..... 13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.  
Iron burrs, 37 1/2%.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 1/2 c per lb.

**ROOFING**

Per roll  
Tarred felt, per 100 lbs. .... 3 25  
2 ply R.R. .... 1 05  
3 ply R.R. .... 1 30  
2 ply R.R., complete in roll 1 55  
3 ply R.R., complete in roll 1 70  
Samson, 1-ply, roll ..... 1 60  
Samson, 2-ply, roll ..... 2 15  
Samson, 3-ply, roll ..... 2 65  
Comet, 1-ply ..... 1 00  
Pluvius, 1-ply ..... 1 25  
Pluvius, 2-ply ..... 1 65  
Asphalt roofing, 1 ply ..... 1 45  
Asphalt roofing, 2 ply ..... 1 85  
Asphalt roofing, 3 ply ..... 2 15  
Compo Certainteed, 1 ply ..... 1 40  
Compo Certainteed, 2 ply ..... 1 75  
Compo Certainteed, 3 ply ..... 2 10  
Excello, 1-ply ..... 1 60  
Excello, 2-ply ..... 2 15  
Excello, 3-ply ..... 2 65  
Jewel, 1-ply ..... 1 25  
Jewel, 2-ply ..... 1 65  
Jewel, 3-ply ..... 2 00  
Amazon, 1-ply ..... 2 00  
Amazon, 2-ply ..... 2 50  
Amazon, 3-ply ..... 3 00  
Everlastic, 1-ply ..... 1 50  
Everlastic, 2-ply ..... 1 75  
Everlastic, 3-ply ..... 2 00  
Liquid roofing cement, per  
gal., in barrels ..... 0 22  
Roofing cans, per lb. .... 0 05  
Roofing nails, per lb. .... 0 06 1/4  
Roofing Pitch, 85c per 100 lbs.  
F.o.b. Toronto, London, Mon-  
real.

**ROPE**

Pure Manila basis ..... 22 1/2  
British Manila basis ..... 18  
African hemp basis ..... 18  
Sisal basis ..... 14 1/4  
Single lath yarn basis ..... 14 1/2  
Double lath yarn ..... 14  
Yacht marine ..... 41  
White polished halyards ..... 23  
Hemp, deep sea line basis ..... 31  
Hemp, tarred ratline basis ..... 27  
Hemp, tarred belt rope basis ..... 29  
Marline and Houseline ..... 29  
Jute rope basis ..... 15  
Italian rope basis ..... 31

Above quotations are basis  
rices (%) and larger), and are  
subject to usual advances for  
small sizes.  
Cotton rope, 3-16 in. .... 0 28  
1/4 in. and larger ..... 0 27

**Sisal Clothes Line.**

3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

**SCALES.**

Imperial Standard ..... 25 p.c.  
Champion ..... 40 p.c.  
Steel weigh beams ..... 20 p.c.

Gurney Standard ..... 25 p.c.  
Fairbanks Standard Scales, 25 p.c.  
Crown Even Balance ..... 40 p.c.  
Richellen Union Scale ..... 40 p.c.  
Dominion Plates Scales, 40 p.c.

Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$3, plus 20c  
for stamping. Champion 10-lb.,  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping. Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.80, plus \$1  
for stamping. Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb., with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCREWS (MACHINE)**

Flat head, iron, 7 1/2%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

Discounts off Standard List  
Wood, F. H., bright ..... 80  
Wood, R. H., bright ..... 75  
Wood, O. H., bright ..... 75  
Wood, F. H., brass ..... 47 1/2  
Wood, R. H., brass ..... 45  
Wood, O. H., brass ..... 45  
Wood, F. H., bronze ..... 40  
Wood, R. H., bronze ..... 37 1/2  
Drive screws ..... 65 10 10  
Set case hardened .. 65 10  
Square cap ..... 65 10  
Hexagon cap ..... 60 10  
Bench, wood, per doz. .... \$5 00  
Bench iron, per doz. .... 4 75  
Cap screws, 55%; Set screws,  
60%.

**SHEETS (BLACK)**

	Montreal	Toronto
100 lbs.	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	2 90
28 gauge	4 10	4 00

**Re Gauges of Sheets.**

On account of it being practi-  
cally impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10 1/2  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.	Galvanized	Painted
28 ga.	\$ 5.50	\$2.75	
26 ga.	6.00	4.25	
24 ga.	8.00	5.25	
22 ga.	9.00	6.25	
20 ga.	11.00	7.25	
18 ga.	13.50	9.00	

Above prices are subject to 1 1/2  
per cent. discount to dealers.

**Galvanized**

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	6 90	6 65	6 50
18-20	7 00	6 80	6 90
22	7 00	6 80	7 00
22-24	7 00	6 80	7 00
24	7 25	6 95	7 25
26	7 50	7 25	7 50

"Premier" galvanized sheets —  
10 1/2 oz., \$7.05; U.S. No. 28, \$6.75,  
U.S. No. 26, \$6.45; 22 and 24  
gauge, \$6.30; 18 and 20-gauge,  
\$6.10; 16-gauge, \$5.95; 14-gauge,  
\$5.75. F.o.b. Hamilton and Tor-  
onto.

Colborne Crown — 16-20 gauge,  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

**Apollo Brand, Montreal Toronto**

14 gauge	5 80	5 55
16 gauge	5 80	5 55
18-20 gauge	5 90	5 90
22-24 gauge	6 00	6 10
26 gauge	6 25	6 25
28 gauge	6 65	6 50
10 1/2 ozs.	6 95	6 75

Add 25c for less than case lots





# **“BUG-O-CIDE”**



## **THE POTATO GROWERS' FRIEND**

A pure, scientific blend of Paris Green and other Arsenical Insecticides, especially suitable for the destruction of the Potato Bug, and so skilfully compounded that it will have no material effect on the foliage of the plant.

“Bug-O-Cide” contains no adulteration, and is therefore the best substitute for

## **“PARIS GREEN”**

Write Us for Prices.

### **The Canada Paint Co., Limited**

572 William St., Montreal  
112 Sutherland Ave., Winnipeg



**SHOVELS AND SPADES**

1st 2nd 4th  
Shovels, 1st, 40 and 12½%; 2nd, 40 and 5%; 4th, 30%.  
Socket scoops, 1st, 40%; 4th, 35%.  
Kivet scoops, 37½%.  
Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40, 12½%, and 4th, 20%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**

Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.  
**SOLDER** Montreal Toronto  
See weekly report.

**SOLDERING COPPERS.**  
Base, per lb., 52 cents.

**SOLDER, BAR**  
Guaranteed ..... 0 29½  
Strictly ..... 0 27½  
Commercial ..... 0 26

**SOLDER, WIPING**

Star extra ..... 0 27½  
Easy ..... 0 25½  
Acme ..... 0 24¾

**SPELTER.** See weekly report.

**SPOUTS**

Warner Malleable Winged  
Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.

Montreal, Toronto and London  
Fence staples, galv., in kegs 4 80  
Fence staples, galv., 25 lb.  
boxes ..... 5 05

Fence staples, bright, in  
kegs ..... 3 95  
Fence staples, bright, in  
25-lb. boxes ..... 4 20

Poultry netting staples, 100  
lb. kegs ..... 12 00

Galvanized discount 40 and 5%;  
bright, deduct \$1.10 from gal-  
vanized net. Extras, 50 lb. kegs,  
30c; 25 lb. kegs, 40c; 10 lb. kegs,  
50c.

**SWEEPERS, CARPET** Bissell's

Boudoir ..... 31 00  
Champion Nic. .... 25 00  
Champion Jap. .... 23 00

Univ. Japd., cyco bearing... 26 00  
Univ. N.P., cyco bearing... 29 00

Grand Rapid, Japd., ball-  
bearing ..... 28 00

Grand Rapid, N.P., ball-  
bearing ..... 31 00

Princess, N.P., ball-bearing. 32 00  
Elite, ball-bearing ..... 36 00

Am. Queen, N.P., ball-bear.. 34 00  
Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**

Grand Rapids Vac. doz. ....\$77 00  
Household Vac. doz. .... 63 00  
Superba Vac. doz. .... 92 00

**SWINGS**

Baby, 2-passenger, each ...\$2 75  
Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50  
Stratford, 4-passenger, each 6 00

Boys' Gliding Seats with  
awning, each .....13 50  
Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;  
cheese box tacks, blued, bulk;  
trunk tacks, blank and tinned,  
bulk; carpet tacks, blued; carpet  
tacks, tinned; carpet tacks (in  
kegs); cut tacks, blued, in doz.  
only; cut tacks, ¼ cut tacks,  
blued and tinned, in weights;  
Swedes; Swedes upholsterers'  
bulk; Swedes brush, blued and  
tinned, bulk; Swedes gimp,  
blued, tinned and japanned; zinc  
tacks, prices quoted on applica-  
tion; leather carpet tacks; cop-  
per tacks.

Discount, 75 and 10%.

**NAILS**

Copper nails; trunk nails,  
black; trunk nails, tinned; clout  
nails, blued; clout nails, tinned;  
chair nails; cigar box nails; pat-  
ent brads; fine finishing; pic 2e  
frame points; lining tacks, solid  
head (in bulk).

Discount, 75 and 10%.

**CAPPED GOODS**

Lining tacks, in papers; lin-  
ing tacks, in bulk; saddle nails,  
in papers; saddle nails, in bulk;  
tufting buttons, 22 line, in doz.  
only; tin capped trunk nails;  
zinc glaziers' points, prices quot-  
ed on application.

Discount, 75 and 10%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe  
tacks, 1 lb. packages; Swedes  
shoe nails; soft steel nails; iron  
nails; zinc nails, prices quoted  
on application; hard steel nails;  
tempered steel shoe nails; chan-  
nel nails; Hungarian nails; min-  
ers' tacks; hob nails; zinc shank  
nails, prices quoted on applica-  
tion; steel wire shoe rivets; brass  
wire shoe rivets; clinch point  
shoe rivets, steel; Swedes shoe;  
clinch point shoe rivets, brass;  
steel cobblers' rivets; brass cob-  
blers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15  
Ass skin, No. 714, 66 ft., doz. 3 80  
Linen, No. 404, 66 ft., each. 1 25  
Metallic, No. 603, 50 ft., ea. 1 60  
Challenge steel, No. 263, 50  
ft., each ..... 3 45  
Reliable Jr., No. 103, 50 ft. 3 25

**TIES (METAL)**

Galv. wall ties, per 1,000. \$5 00  
Painted wall ties, per 1,000. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and  
5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70-10%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**  
Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

**TOOLS, HARVEST**  
Ordinary brands, 40%.

Samson and Sovereign, 30 and  
10%.

**TROUGH (EAVE)**  
G. G. Square head and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

B.T. Single Rail .....24c ft

B.T. Double Angle .....22c ft

B.T. Double Tee .....20c ft

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4 20

8 ft., each 2.00 16 ft., each 4 80

10 ft., each 2.50 18 ft., each 5 40

12 ft., each 3.60 20 ft., each 6 00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09¾

5-ton lots, ¼c per lb. allowance.

10-ton lots, ½c per lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28

4-ply ..... 0 26 0 27½

3-ply ..... 0 25 0 25

**TUBES**

Boiler Tubes, Lapwelded.

100 ft., 2 in. .... 14 00

100 ft., 2½ in. .... 16 00

100 ft., 3 in. .... 18 00

100 ft., 3½ in. .... 21 00

100 ft., 4 in. .... 25 00

100 ft., 4 in. .... 31 00

**TUBS**

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

Hercules

No. 4 ..... 12 40

No. 5 ..... 13 83

No. 6 ..... 15 40

Common Galvanized

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

Per nest

Nests of 3—0, 1 and 2 .....\$2 38

Nests of 3—1, 2 and 3 ..... 2 05

Nests of 4—0, 1, 2, and 3 ..... 2 95

**WOOD TUBS**

No. 0, per doz. .... 11 00  
No. 1, per doz. .... 9 50  
No. 2, per doz. .... 8 00  
No. 3, per doz. .... 7 00  
Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.  
Stand, compr. work, 65 p.c.  
High grade compr. work, 59 p.c.  
Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0  
basin cocks, 58 p.c.; and 1 and  
2 basin cocks, 53 p.c.; bath  
bocks, 64 p.c.

Flatway stop and stop and waste  
cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check  
Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.  
Standard, 57½%; patent quick  
opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**  
Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

Copper boiler and tea kettle pitted,  
plus 10%.

**WARE, JAPANNED**  
Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**  
White ware, 66 2-3%.

Colonial, 50, 12½%.

Premier, 40%.

Star decorated steel, 20, 10%.

Hollow ware, tinned steel, 30%  
off.

Enameled street signs, on ap-  
plication.

**WARE, GALVANIZED.**  
Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARE, TIN, PIECED**  
Discount, 17½%.

6, 10 and 14-qt. flaring pails.  
17½%.

Copper bottom tea kettles and  
boilers, list.

**WARE, STAMPED.** Plain, 66 2-3  
p.c.

Retinned, 60-10%.

Tinners' trimmings, 66 2-3%.

**WASHERS, IRON.**  
Full box, 25%; smaller lots,  
25%, assorted. Price less 50 lbs.  
add 1c lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**  
Sectional, 1 lb., per 100 lbs. 2 70

Sectional, ½ lb., per 100 lbs. 2 70

Solid, 3 to 30 lbs., per cwt. 2 00

**WEIGHTS.** Horse, 5c lb.

**WHEELBARROWS.**

Navvy, steel wheel, doz. ....31 25

Gardner, steel wheel, doz. ....43 20

Light garden, each ..... 2 50

Heavy garden, L-side, each. 3 75

Heavy farm, solid side, ea. 3 75

**WHIFFLETREES**

Tubular steel, 28 ins. .... 0 70

Tubular steel, 34 ins., per  
doz. .... 8 75

Tubular steel, 36 ins., per  
doz. .... 9 75

Tubular steel neckyokes, 26  
inches, per doz. .... 12 00

Tubular steel doubletrees, 40  
inches, per doz. .... 12 50

Tubular steel lumberman's,  
44 inches, per doz. .... 13 00

**WIRE.** Copper wire, 10%.

Brass wire, 3 to 24 gauge, add  
33 1-3%; 25 to 36 gauge, add  
20%.

**WIRE, CUT HAY BALING.**

No. 9, \$3.90; No. 10, \$3.95; No.  
11, \$4.05; No. 12 and 13, \$4.15; No.  
13½, \$4.25; No. 14, \$4.40; No. 15,  
\$4.65. Plus 7½%.

F.o.b. Toronto, Hamilton and  
Montreal.

**WIRE CLOTH (Galvanized)**

4 mesh ..... 7 70

6 mesh ..... 8 15

**WIRE, STOVE PIPE.**

No. 18, \$5.30; No. 19, \$5.55.

F.o.b. Toronto, Hamilton, Mont-  
real, and freight equalized.

**WIRE CLOTHES LINE.**

Montreal, No. 18, \$4.30; No. 19,  
\$3.75.

No. 17, 7-strand, \$5.55; No. 18,  
6-strand, \$4; No. 19, 6-strand,  
\$3.25. In 50 and 100-ft. coils; No.  
18, 6-strand, \$3.95 in 1,000 feet

coils, including reels. F.o.b. Ham-  
ilton, Toronto, Montreal and  
London.

**WIRE, FINE STEEL.**

Discounts 15 per cent. List of  
extras. In 100-lb. lots; No. 17,  
\$5; No. 18, \$5.50; No. 19, \$6; No.  
20, \$6.65; No. 21, \$7; No. 22,  
\$7.30; No. 22, \$7.65; No. 24, \$8;  
No. 25, \$9; No. 26, \$9.50; No. 27,  
\$10; No. 28, \$11; No. 29, \$12; No.  
30, \$13; No. 31, \$14; No. 32, \$15;  
No. 33, \$16; No. 34, \$17. Extra  
net. Tinned wire, Nos. 17-25, \$3;  
Nos. 26-31, \$5; Nos. 32-34, \$7;  
Coppered, 75c; oiling, 10c; in 25-  
lb. bundles, 15c; in 5 and 10-lb.  
bundles, 25c; in 1-lb. hanks, 25c;  
in ½-lb. hanks, 28c; in ¼-lb.  
hanks, 50c; packed in casks or  
cases, 15c; bagging or papering,  
16c.

**WIRE, HAY, IN COILS.**

Montreal, No. 13, \$3.90; No. 14,  
\$3.95; No. 15, \$4.05.

**WIRE, SMOOTH STEEL.**

No. 0-9 gauge, \$4.05 base; No.  
10 gauge, 6c extra; No. 11 gauge,  
12c extra; No. 12 gauge, 30c ex-  
tra; No. 13 gauge, 30c extra; No.  
14 gauge, 40c extra; No. 15  
gauge, 55c extra; No. 16 gauge,  
70c extra.

Extra net per 100 lbs.—Oiled  
wire, 10c; spring wire, \$2.50;  
bright, soft drawn, 15c; charcoal  
(extra quality), \$1.25; packed in  
casks or cases, 15c; bagging and  
paperings, 10c, 50 and 100-lb.  
bundles in 25-lb. bundles, 15c; in  
5 and 10-lb. bundles, 25c; in 1-lb.  
hanks, 50c; in ½-lb. hanks, 75c;  
in ¼-lb. hanks, \$1.

**WIRE CLOTH.**

Painted screen, in 100-ft. rolls,  
\$2.25 net 100 sq. ft.; in 50-ft. rolls,  
\$2.30 per 100 sq. ft.

Bronze screen, 12c sq. ft.  
Cut lengths, 13c sq. ft.

**WIRE (FENCE)** Toronto &  
London Montreal

Barb ..... 4 50

No. 9, coil spring. .... 4 55

No. 9, plain galv. .... 4 50

No. 12, plain galv. .... 4 65

No. 13, plain galv. .... 4 75

The market on above lines is  
very unsettled, and there is con-  
siderable price cutting going on.  
Lower prices are being quoted in  
some quarters.

O. & A., No. 10.... 4 21 4 21

O. & A., No. 11.... 4 27 4 27

O. & A., No. 12.... 4 35 4 35

**WIRE BALE TIES.**

Single Loop— Per cwt.

No. 12 .....\$ 4 35

No. 13 ..... 4 45

No. 13½ .....



# Munro's Dry Colors



Made and Sold in Canada

The Allan Munro Color Co., Limited, Montreal



## RAMSAY'S

Superior Quality

## SHINGLE STAINS



**We Say,** "Superior Quality," because Ramsay's Shingle Stains are the result of 75 years' experience in obtaining the best possible pigments and materials. They have been tested in actual use in various climates and have always been found uniformly satisfactory—unequalled for wearing quality and preservation of color.

**"By Actual Test—  
Ramsay's Stands Best"**

Mr. Dealer: Write us for full particulars regarding our complete lines of RAMSAY'S Paints, Stains, Varnishes, Water Colors, etc., etc. The line that kills "DISAPPOINTMENT" introduces SATISFACTION and makes every user of RAMSAY PAINTS happy.

## A. Ramsay & Son, Co.

Established 1842  
MONTREAL

TORONTO

VANCOUVER

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.20 per 100  
lbs. 5 lb. packages, \$6 per 100  
lbs.

## BEESEWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Montreal Toronto  
Per lb. 0 14 0 20  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Per lb.  
Raw Umber, 100 lb. keg. 5-9c  
Burnt Umber, 100 lb. 5-9c  
Raw Sienna, 100 lb. kegs. 5-9c  
Burnt Sienna, 100 lb. kegs 5-9c  
Imp. green, 100 lb. kegs. 0 22  
Chrome green, pure 0 35  
Chrome yellow 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. 0 12  
Indian red, No. 1, 100 lb. k. 0 04  
Venetian red, best bright. 0 04  
Venetian red, No. 1 0 02  
Drop black, pure dry. 0 25  
Golden ochre, 100 lb. kegs 0 06  
White ochre, 100 lb. kegs 0 06  
White ochre, barrels 0 02½  
Yellow ochre, barrels 0 02  
Spruce ochre, 100 lb. kegs 0 03  
Canadian red oxide, bbls. 0 01½  
Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins. 0 13  
pure 0 17  
Indian red 0 17  
Chrome yellow, pure 30-35  
Golden ochre, pure 0 16  
French spruce ochre, pure 0 15  
Chrome green, pure 0 15  
French permanent green, pure 0 20  
Signwriters' black, pure 0 22  
Marine black, 25-lb. irons 0 07  
Lampblack 0 20

## DRIERS

Patent 25-lb. tins, 11c lb.; pat-  
ent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel 4 50  
Anchor Floorluster 2 10  
O.P.W. Sunshine White 4 00  
Old Dutch Enamel 4 00  
Jas-per-lac floor enamel 1 90  
Jas-per-lac art enamel 3 10  
Mooramel 4 35

## FILLER

Luxeberry Enamel \$5 00  
Screen Enamel, RR 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. 0 15½  
\$1.10 for demi-John extra.

## GLUE

Per lb.  
French medal 0 20  
English common sheet 4 25  
Martin's Enamel 0 25  
English prima 0 23¾  
White pigfoot 0 23¾  
Perfection amber, ground, No. 1230 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags 0 35  
Gelatin, 112 lb. bags. 0 45  
Ground glues, 112 lb. bags—  
No. 1 0 20  
Extra 0 18  
Dreadnought, lb. 0 14½

## GLASS

### (TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90		
26 to 34	8 15	12 85		
35 to 40	8 50	13 60		
41 to 50	11 75	15 50		
51 to 60	12 25	15 85		
61 to 70	13 10	16 80		
71 to 80	14 75	18 35		
81 to 84	22 75	22 35		
85 to 90	24 35	25 00		
91 to 94	29 00	32 00		
95 to 100	29 00			
101 to 105	32 00			

106 to 110 37 00  
Discount, 30 per cent; 50 cases  
and over open.

## MONTREAL QUOTATIONS

### Country Base Price

United	Star	Double
Inches		Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	22 35	24 35
86 to 90	24 35	25 00
91 to 95	29 00	32 00
96 to 101	29 00	32 00
101 to 105	32 00	37 00
106 to 110	37 00	

Discount, 25 and 5 per cent.

## GLASS, PLATE

Montreal: City, 25 and 5% off list.

Country discount, 20 and 5%  
off list, delivered.

City discount, 20 and 5% off  
Toronto.

Country discount, 20 and 5%  
off list, delivered.

F.o.b. warehouse on orders up  
to \$75 gross list value. Orders  
over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.

Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots  
Montreal Toronto

"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators' Pure 13 80 13 95

Crown and Anchor. 13 80 13 95

Crown Diamond Pure 13 80 13 95

Elephant Genuine. 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White Lead 12 80 13 95

O.P.W. Decorators' Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect 13 35 13 50

Ramsay's Pure Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt.  
higher

Brandram's B.B. Genuine, \$15.50

Montreal and \$15.65 Toronto in

less than ton lots. Ton lots less

5 p.c.

James Genuine, \$17.50 less than

ton lots. Ton lots less 5 p.c.

## LEAD (RED DRY)

Genuine, 560-pound

casks, per cwt. 13 50 13 50

Genuine, 100-pound

kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

## LEAD ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00 14 00

5-lb. bottles 31 00 24 00

10-lb. bottles 29 00 22 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 60

Barrels 11 00

F.o.b. Toronto, Montreal and

Hamilton.

## MURESCO

Tints in 5 lb. packages, per 100

lbs., \$5.40

## LINSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

Per gallon

(in quarts)

Brandram-Henderson's "Eng-

lish" white 2 65

"English" ordinary colors. 2 50

Benjamin Moore's "Egyp-

tian" Brand 1 80

Canada Paint Co.'s Pure. 2 65

Crown Diamond, floor. 2 25

Crown Diamond, floor. 2 00

Elephant 2 35

Freestone, white 2 50

Freestone, colors 2 40

High Standard, White 2 65

High Standard, Colors 2 50

Jamieson's Crown and An-

chor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure. 2 50

Minerva, white 2 55

Minerva, ordinary colors. 2 40

Mellotone, white 2 50

Mellotone, colors 2 40

Lowe Bros. Hard Drying

Floor, gal. 2 15

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat

Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint,

(Wpg.) 2 55

Stephens' Floor Paint

(Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

## PARIS GREEN Mun- C.P. Ber-

ro's Co. gers

600-lb. bbls. 42¾ 38¾ 39¼

250-lb. kegs 43 39 39¾

100-lb. drums 44 40 40¾

50-lb. drums 44 40 40¾

25-lb. drums 44¼ 40¼ 41

1-lb. 100s, pkgs. 46¼ 42¼ 43

½-lb. 100s 48¾ 44¼ 45

1-lb. 100s, tins. 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton

and London.

## PARIS, PLASTER

Per bbl. \$2.25-\$2.50

## PRIMER

Luxeberry Primer 2 25

## PASTE WOOD FILLER

Per bbl. 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums. 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

## SHELLAC

Gum, 34c lb.; finest orange,

39c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

## PAINT AND VARNISH

### REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

## TURPENTINE

Montreal Toronto

See weekly report for prices.

## SLATING

Liquid Slating, B.B. \$3 00

## STAINS

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finis. 2 80

Creo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

## VARNISHES

Per gal. cans

Brandram-Henderson, Ltd. 1 90

"Gold Medal" 2 50

Copaline Varnish 2 50

C.P. Co.'s Sun Varnish. 2 50

Depend on Light Hard Oil

Finish 1 70

Dulcloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish. 2 65

"Dreadnought" varnish

(gloss) 1 90

"Dreadnought" varnish

(eggshell) 1 90

"Dreadnought" hard oil fin-

ish 1 20

"Dreadnought" interior var-

nish 1 20

"Dreadnought" terebene

dryer 1 60

"Dreadnought" bronzing li-

quid 1 05

Elastic Interior 1 40

Elastic Exterior 1 55

Elastic Excello 2 00

Everlastic (Floor) 2 55

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 60

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60



# A Varnish That Will Stand The Weather

# UNIVERNISH

Put in a stock of  
UNIVERNISH  
and then tell this  
to your customers  
who own yachts,  
motor boats or  
canoes. We'll stand  
behind your state-  
ments.

Won't blister in the  
sun  
Won't crack  
Won't turn white  
Won't scratch  
Won't show any ill  
effects from rain,  
wind or spray.

PUT UP IN BOXES OF 12 QUARTER PINTS TO RETAIL  
AT 25c EACH. ALSO IN ALL THE REGULAR SIZES.



**The Dougall Varnish Co.**  
Limited  
MONTREAL

**RED  
S  
BRAND  
WINDOW  
GLASS**



**GLASS  
BENDERS  
TO  
THE  
TRADE**

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY**

**PHILADELPHIA, PA.**

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$10.00;  
chilled, \$14.50; buckshot, \$13.80;  
ball, \$14.20.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 14c.  
Norris, 41 to 56 lbs., 12½¢; 57  
to 70 lbs., 11c; 71 to 83 lbs.; 10c;  
84 lbs. and over, 9½¢.

## AXES

H. B., 1 lb., \$6.75 per doz.; 1½  
lbs., \$7.15; 2 lb., \$7.40; 2½ lb.,  
\$8; 2¾ lbs., \$8.25; 3, 3½ and 4  
lbs., \$8.50; H. B. Handled Axes,  
2 lb., \$8.50; 2½ lb., \$10; 3 lb., 3½  
lb. and 4 lb., \$10.50; Black Prince  
Axes, unhandled, \$8.50; Black  
Prince axes, handled, \$10.75;  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to 9  
lb., \$20.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
C62-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX** Borax, per lb., 9c.

## BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-  
cording to quality; plain, 50  
to 95c.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEVISES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Eavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$i.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.  
**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 36c  
per gal.; \$4.95 per case.  
**GALVANIZED WARE.** Net list.  
Heavy pails, light pails and  
heavy tubs.

**GLASS, WINDOW** Single Double  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 50 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.  
Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.55; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.  
**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90. Apollo and

## IRON GALVANIZED

Premier de Lis"  
10½ oz. or 28 Eng. 7 70 7 50  
28 Am. or 26 Eng. 7 50 7 25  
26 Am. or 26 spec. 7 20 6 95  
24 ..... 7 05 6 55  
22 ..... 6 45  
18 and 20 ..... 6 85 6 25  
16 Am. .... 6 70 6 10  
14 Am. .... 6 50 6 10

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Potts No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain ..... 7 50  
No. 20, X-ray ..... 11 25  
No. 22, Dash-board ..... 10 00  
Trulite short, globe, doz. .... 7 50

**LEAD PIPE,** \$10.90, \$11.90.

**LEAD WASTE,** \$10.90.

## LINSEED OIL

Raw, per gal., 95c; boiled, per  
gal., 98c.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capwell, 10 per cent off list.

## NETTING.

Poultry, 40 per cent.  
Banner, 24-in., \$2.50; 36-in.,  
\$2.90; 48-in., \$3.60; 60-in., \$4.20;  
72-in., \$5.10; 84-in., \$6.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

Tin vani-  
½ gal., dome top....\$2 14 \$....  
1 gal., dome top.... 2 81 4 25

2 gal., dome top.... 4 05 6 00  
2 gal., dome top.... 5 20 8 65  
5 gal., dome top.... 6 40 10 75

## OILS

Silver Star oil, 16½¢ gal.;  
Royalite oil, 17c gal.; Palatine  
oil, 20½¢ gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; ½,  
\$7; ¾, \$9.15; 1, \$12.50; 1¼, \$16;  
1½, \$20.40; 2, \$27.40; 2½, \$47.15;  
3, \$61.65.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb.; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8  
inch, \$4.75; full polish, 6-7 inch,  
\$5.50; 8 inch, \$5.75; Black sheets,  
\$4.65; 8 inch, \$4.90; Black sheets  
—28 gauge \$3.60; 26, \$3.45; 24,  
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,  
\$3.10; 10-12, \$3.15.

**PLOW SHARES**.....10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PURTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assoter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 15½% base; pure Manila,  
22c base; British Manila, 18½%  
base; lath yarn, 15c base; Afri-  
can hemp, 17½% base; cotton  
rope, 30c.

Tarred Marline Hanks, per  
lb., 31c.

**SASH BALANCES** (Caldwell.)  
33-13 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

## SHEET ZINC.

Any lots, 30c.  
Black Steel Sheets  
10 gauge ..... 5 00  
12 gauge ..... 5 10

14 gauge ..... 5 00  
16 gauge ..... 5 10  
17-24 gauge ..... 4 50  
26 gauge ..... 4 60  
28 gauge ..... 4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.30; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$1.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$2.75 at  
Fort William, \$4.15 Winnipeg;  
galvanized staples, \$3.50, Fort  
William; \$3.90 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harr w.  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 75% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... 12 25  
20 x 28 I.X. .... 14 50  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,  
\$6 each; over 45 lbs., 13c per lb.

## WARES

Galvanized, heavy, net list.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

5-ton lots, \$13.35; ton lots,  
\$14.85.

## WIRE, BARB

Lyman 4-point, \$3.65 f.o.b. Ft.  
William, \$3.90 Winnipeg; Glidden  
Cattle, 2 pt., \$3.50 Ft. William,  
\$3.75 Winnipeg; Baker 2-pt.,  
\$2.45 Ft. William, \$3.70 Winni-  
peg; Winnipeg, \$2.95; plain twist  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.

Rale ties, 14 gauge, single loop,  
\$5.05 Winnipeg; \$4.65 Fort Wil-  
liam.

Brass snare wire, per lb., 80c.

## WIRE, ANNEAL.

0-9, \$4.30; 10, \$4.36; 11, \$4.42;  
12, \$4.50; 13, \$4.70; 14, \$4.60; 15  
\$4.70; 16, \$4.90.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$40 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





# BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.


## Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet. Medium steel, Plain Round

and Square, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

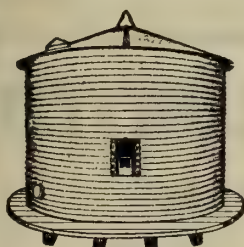


# Manitoba Bridge & Iron Works,

WINNIPEG MANITOBA LIMITED

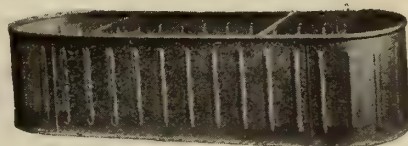
**MAX**

## Trade Winning Specialties are built to supply a Western need



### PORTABLE CORRUGATED GRANARIES

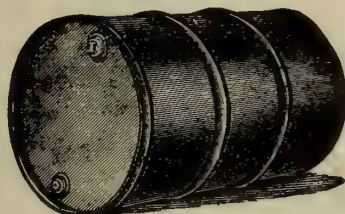
which have given 12 years' satisfactory service. Sell the Granary with the guarantee of experience to back your arguments.



### STOCK TROUGHS

Round End and Circular

The construction of these Troughs appeals to the prospective buyer. Handle this trough and you get the orders.



### GASOLINE BARRELS

Shipping—Storage—Half

All ready sellers with a nice profit.

SEE OUR ADVERTISEMENT IN THE FARM JOURNALS.

SEND FOR FULL INFORMATION TO-DAY.

Manufactured by

## WINNIPEG CEILING & ROOFING CO., Limited

P.O. Box 3006

WINNIPEG, MAN.

*If interested, tear out this page and keep with letters to be answered.*





# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

**SEYMOUR SHEARS**

have been the Standard for over eighty years

TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS

BARBER SHEARS  
LADIES' SCISSORS

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Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York  
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**Trulite** The Original Short Globe Lantern.

Made only by  
**Ontario Lantern & Lamp Co.,**  
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**K**  
NIACARA

Bath Room Fittings and Auto Accessories are guaranteed.

**KINZINGER, BRUCE & CO., LTD.**  
Niagara Falls, Canada

**BEAR BRAND LAMP BLACKS**

A Germantown of quality that gets big business

**WILCKES, MARTIN, WILCKES CO.**  
135 WILLIAM ST NEW YORK

**"CONDOR"**

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write  
**The Basters, Jackson Co.**  
22 College Street, TORONTO

The  
**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU

**OWL BABBITT METAL**

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c lb.

Write for discount to trade—  
**THE OWL METAL CO. LTD.**  
Winnipeg

**SASH CORD**  
THE BEST MADE

Star Brand Cotton Rope.  
Star Brand Cotton Clothes Line.  
Star Brand Cotton Twine.  
WHOLESALE DEALERS SELL THEM

## CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

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**BAR IRON and STEEL:** Rounds, Squares and Flats.

ALSO

**Twisted Steel Bars for Reinforcing**

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**“KEYSTONE”**  
**BRUSHES for the STABLE**

You cannot carry a better selling line of stable brushes than “Keystone.” Every brush is well filled with tough material, fastened with steel wire into solid, one-piece hardwood backs.

Stable men appreciate a brush that will stand hard treatment, and come back for more of the “Keystone” quality.

Write for prices, etc.

**STEVENS-HEPNER CO., Limited**  
Port Elgin, Ontario

Get prices and information about the “Nugget” Broom and the rest of the famous Keystone Brand Brooms and Brushes.



**Convenience  
Quickness  
and Economy  
that fills a  
long felt want**

**THE  
“CANNON  
OILER”**

**FORCES THE OIL ANYWHERE** by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

**SAVES THE OIL.** As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

**TRY IT. THE SALES  
WILL SURPRISE YOU.**

**R. E. BLOOMER  
KEITHSBURG, ILL.**

Kindly Mention this Paper  
when Writing Advertiser

# PAINT UP— CLEAN UP



The demand this season for brushes of all sorts is going to be good. It will come from professional painters, paper-hangers and others who use brushes in the making of their living; and it will come this year in large measure from householders and their wives. Labor-shortage will make it necessary for many a man to do his own painting, paper-hanging and whitewashing this spring. This fact will multiply buyers. Be ready for the demand.

Sell a brush that will give satisfaction. A poorly-made brush is an aggravation, and does the seller of it harm. When a man or woman is buying a brush, it is a simple matter to get another 25 cents or half-dollar, if the brush is worth the extra price. Point out what constitutes a perfect brush. Say something about the defects of an inferior brush. Know something about the use to be made of the brush or brushes being asked for.

Illustrate your selling talk with MEAKINS-MADE brushes. Say something about the bristles used, and why they are adapted to the work required of the brush. Point to the length of the bristles, and the quantity used in a good brush. Point to the binding, whether a ferrule, or wire-wrapping, or metal strip. Let the customer handle the brush—to feel its smoothness of finish, and to learn about its balance in the hand. A demonstration of this kind is convincing, and leads to a ready sale—at full price.

Have you our catalogue, price and discount lists? Send for them. Give orders to your jobber or direct, as pleases you. Goods shipped from five centres—Hamilton, Winnipeg, Montreal, Toronto and London. This is an advantage.

**Meakins & Sons, Limited**  
Hamilton, Ontario

Warehouses: Winnipeg, London, Toronto, Montreal

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# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

**BOLTS, RIVETS, WIRE & WIRE NAILS**  
*Quality Rite  
Prices Rite*  
  
*Quick Service*  
**NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.**



## Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to  
**James Bros. Foundry**  
**PERTH, ONT.**

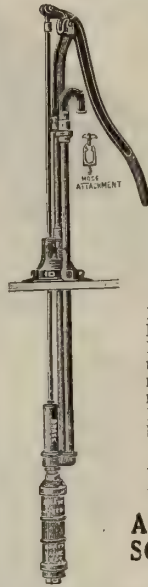


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Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had lined all over or enamelled white inside and japanned red outside. Stock carried.

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## The Aylmer Branch Pipe Double-Acting Force Pump



Adapted to any and all wells from a 5 1/2" hole up, and from a cistern to a 75-foot well.

These pumps are fitted with either Iron or Brass Valve Seats, have Brass Upper Cylinder, and Iron, Brass-lined or Brass Lower Cylinders. If you want to build up your pump business, handle the Aylmer, Reliable and Ever-Ready. They are our best and latest goods.

**ANTI-FREEZING.**

Write for full particulars and prices.

**AYLMER PUMP & SCALE CO., Limited**

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## How can we do it?

That's what we want to tell Western hardware dealers—how we can sell the EZE-FIXT pump for the same price or less than the ordinary pump which freezes. Write for our circular which tells all about this. We sell only to the trade.

**RICHMOND PUMP CO.**  
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## The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Bolts, Bifurcated and Tubular Rivets, Wire, Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.

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Are you represented in Winnipeg and Western Canada? If not, you should be. I am closely in touch with the jobbing trade of the Canadian Northwest, and if you are interested I would be pleased to hear from you relative to taking your agency. Have close connection with jobbers in Regina, Saskatoon, Calgary and Edmonton.

*Manufacturers of hardware, please note the above.*

**RALPH C. DUNCAN**

618 McIntyre Block, WINNIPEG

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Drop a card for prices and particulars  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
**HAMILTON, ONT.**

CAMP

FURNITURE



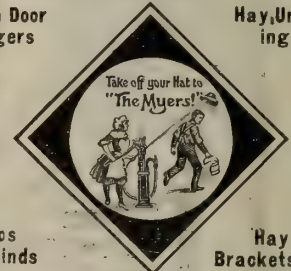
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Pumps  
All Kinds

Hay Rack  
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**THE  
STURDY  
SIFTER**

The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by

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**This space \$1.00  
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LET US QUOTE YOU.

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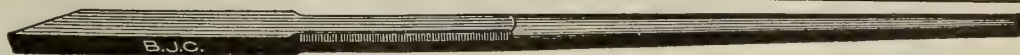
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WE SHIP PROMPTLY.

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We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

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DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

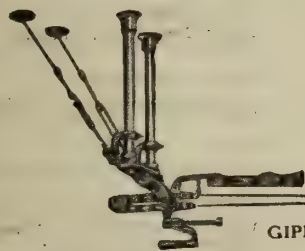
MONTREAL



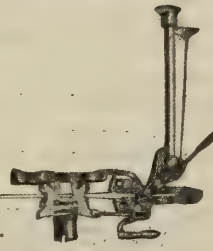
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Biace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.  
Torrington, Conn., U.S.A.



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We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test.

Send for our new  
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from small investments. Read  
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## ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

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OVAL AND ROUND TOPS

for Powder Tins, Cruets, Dredgers, etc.

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PENCIL FITTINGS

in any of the following metals: Brass, Copper, or White metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac).

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We manufacture all kinds of lumber tools. Light and Durable.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN  
CANADA



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### Chatillon Scales

We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

**JOHN CHATILLON & SONS**

85 Cliff Street

New York City

Scale Makers since 1835

## Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL Brooms \$4.00, \$4.50, \$5.00 per dozen.

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HAMILTON and WINNIPEG

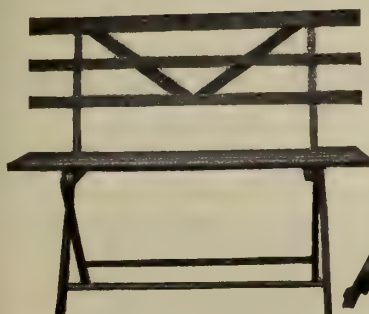
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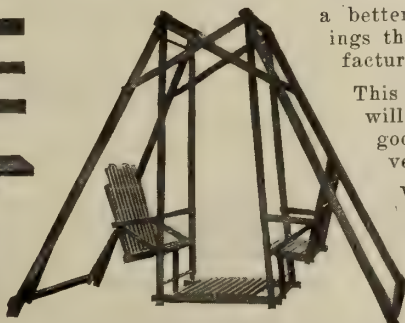
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We can supply your needs quickly.

Send for our illustrated catalog.



No. 0—GARDEN SEAT



ONTARIO LAWN SWING



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LAWN CHAIR

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STRATFORD, ONTARIO

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Wheeler & Bain, Toronto.

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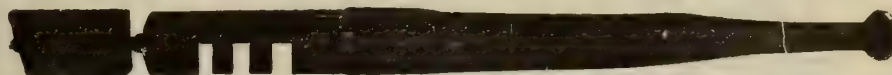
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We are endeavoring to make this the most reliable and up-to-date review of crop situation published in Canada.

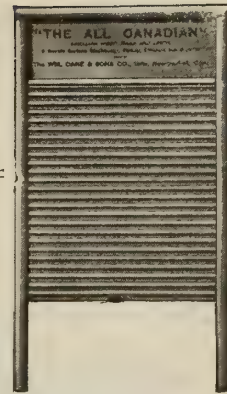
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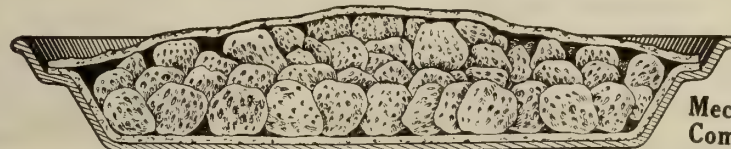
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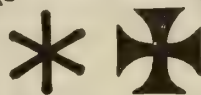
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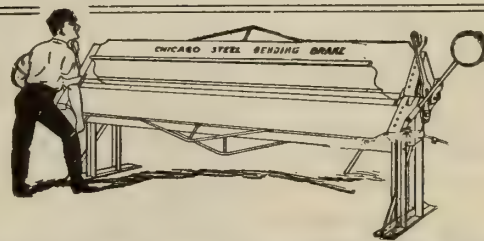
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H. S. Howland, Sons & Co., Montreal.  
Lewis Bros., Ltd., Montreal.

### Winches

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

### Window Guards

The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

### Wire

The British Aluminum Co., Ltd., London, Eng.  
Colonial Wire & Mfg. Co., Ltd., Montreal.  
Dominion Iron & Steel Co., Ltd., Sydney, C.B.  
Frost Steel & Wire Co., Ltd., Hamilton.  
B. Greening Wire Co., Hamilton.  
The Laidlaw Bale-Tie Co., Ltd., Hamilton.

Northern Bolt & Screw Co., Owen Sound, Ont.  
The Western Wire & Nail Co., Ltd., London, Ont.

### Wire Cloth Display Racks.

R. M. Bowser & Son, Renfrew, Pa.

### Wire Cutters

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

### Wire Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.  
McGregor-Banwell Fence Co., Walkerville, Ont.

### Wire Door Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire, Iron, Steel, Brass and Copper

Colonial Wire & Mfg. Co., Montreal.  
Dominion Iron & Steel Co., Ltd., Sydney.  
B. Greening Wire Co., Ltd., Hamilton.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.  
Western Wire & Nail Co., London.

### Wire Mats

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire, Bright Annealed

Frost Steel & Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.

### Wire Goods

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
McGregor-Banwell Fence Co., Walkerville, Ont.

### Wire Products

Canada Wire & Iron Goods Mfg. Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.  
Dominion Iron & Steel Co., Ltd., Sydney.

### Wire Rope

B. Greening Wire Co., Ltd., Hamilton.

### Wire Springs

The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire Stretchers

Richards-Wilcox Canadian Co., London, Ont.

### Wood Finishes

Berry Bros., Walkerville.  
Dougall Varnish Co., Ltd., Montreal.  
Pratt & Lambert, Bridgeburg, Ont.  
G. F. Stephens & Co., Winnipeg.

### Woodenware

Boeckh Bros. Co., Toronto.  
Wm. Cane & Sons Co., Ltd., Newmarket.  
Meakins & Sons, Ltd., Hamilton, Ont.  
McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford, Ont.  
Walter Woods & Co., Hamilton.

### Woven Wire Fencing

The Dennis Wire & Iron Works, London, Ont.  
Frost Wire Fence Co., Ltd., Hamilton, Ont.  
Dominion Iron & Steel Co., Ltd., Sydney.

### Wrenches

Frank Mossberg Co., Attleboro, Mass.  
Trimont Mfg. Co., Roxbury, Mass.  
Whitman & Barnes Mfg. Co., St. Catharines.

### Wringers

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Cummer-Dowswell, Ltd., Hamilton, Ont.  
The Maytag Co., Ltd., Winnipeg.  
The Nineteen Hundred Washer Co., Toronto.  
Walter Woods & Co., Hamilton.



## **Stephen Leacock**

contributes an article "Is Permanent Peace Possible?"—an excellent summary of conditions governing international relations.

## **Robert W. Service**

supplies another of his wonderful war poems "The Flowers," written at the front, where he is driving a motor ambulance.

## **Agnes C. Laut**

writes on "Business--and the Fatal Spiral," an excellent article dealing with a serious condition in business which has developed.

## **Arthur Stringer**

## **Arthur E. McFarlane**

## **L. M. Montgomery**

These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

## **H. F. Gadsby**

contributes an article on Dr. Michael Clark, M.P., the Free Trade advocate of the Commons.

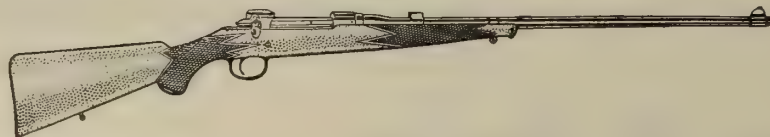
All in the August issue of MacLean's Magazine, together with a dozen other features, and the Review of Reviews department. Get a copy at your news-stand, or, better still, send in your subscription. Yearly subscription price, \$1.50.

# **August MacLean's**

The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto



## Ross Sporting Rifles Replace Finest European Models



The finest shots and rifle "cranks" are buying and using the Ross .280 Sporting Rifle. It has passed successfully the severest tests they have submitted it to.

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No stock of rifles is complete without the Ross .303 Sporting Models and the Ross .22 Cadet Rifle. The .303 uses the easily obtainable .303 Military or Sporting Ammunition and is very popular with Canadian sportsmen. The .22 Cadet Rifle—the official arm of Canadian Cadet Corps—is ideal for use on camp or trail, or as a target rifle.

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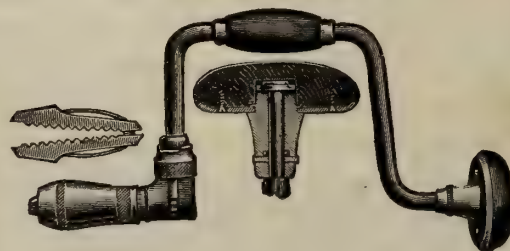
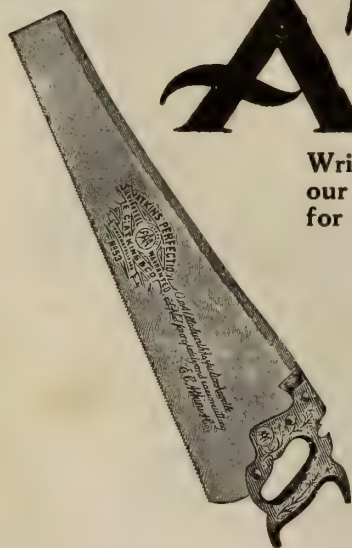
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Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock

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The Roofers Supply Co., Ltd., Toronto, Ont.

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The Garden Hose That Doesn't Kink

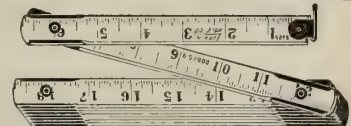
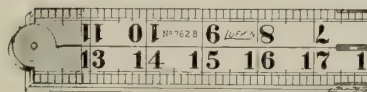
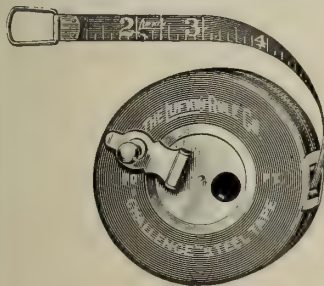


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

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SPRING JOINT WOOD RULES

MEASURING TAPES

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**LUFKIN** GOODS

can give you the very best of service and satisfaction.  
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR  
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## TINKER TOM'S TALKS.

### Talk Number Fifty-eight

Two jobbers in Canada still prefer "Made elsewhere" Galvanized Sheets, even though "PREMIER" Made-in-Canada is acknowledged best of all by the fellows who work it up, and they ought to know. If your jobber happens to be one of the "Lonely Two," write us direct - we'll see that you're supplied - price and service right.

TINKER TOM.

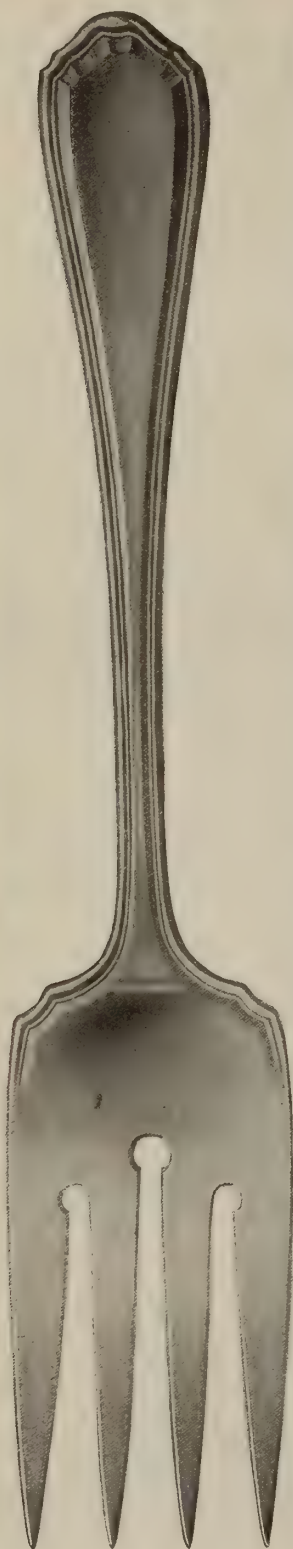
Look for Talk No. 59 next week.

**DOMINION SHEET METAL CO., Ltd.**  
HAMILTON, CANADA

190







**"MADE IN CANADA"**

# **The King's Plate**

## **Ware to be Proud of**

Canadians, and Canadian jewelers in particular, may well be proud of the King's Plate—superfine silverware entirely made in Canada. In quality, design and price it challenges the finest imported lines.

### **The Niagara Pattern**

The Niagara Pattern, illustrated here, is a deservedly popular design of the King's Plate—guaranteed plated on an 18 per cent. base, reinforced in parts most exposed to wear. An exquisite design in a superior quality at a moderate price.

**McGlashan, Clarke Co., Ltd.**  
Niagara Falls, Ontario



# HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 30

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

July 22

1916

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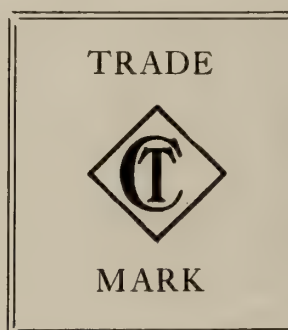
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Bolts,	Rivets, Etc.



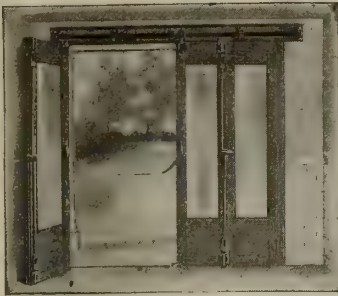
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Black and Galvanized, sizes  $\frac{1}{8}$  in. to 4 m., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

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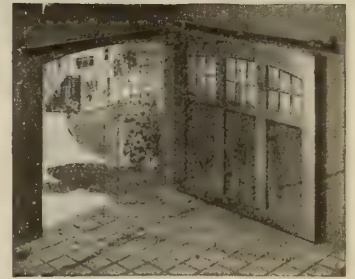




NO. 435. SLIDING FOLDING DOOR  
Set of fixtures, opening 12x8 feet,  
1 1/4 inch doors. List \$50.00.

NO. 435. FIXTURES FOR SLIDING-FOLDING DOOR  
Door made in four sections, folding back as shown. A very desirable arrangement, highly recommended. Perfect control—no accidents. Can be operated electrically if desired.

NO. 235. FIXTURES FOR ANGLE DOORS  
Door is carried across the corner to lie flat against wall. Single or double. Thousands in use, always satisfactory.



Set of fixtures for 9 foot single door,  
1 1/4 inches thick. List \$15.00

## GARAGE DOORS

It costs no more to hang them RIGHT than to hang them on hinges.

The ordinary spring door sags, and is the cause of frequent accidents.

It is the NEW IDEAS a man gets that make for progress.

It is the NEW GOODS he sells that increase profits.

Don't wait for the demand to come—create it. We'll help.

First Step—get the book "Garage Door Equipment."

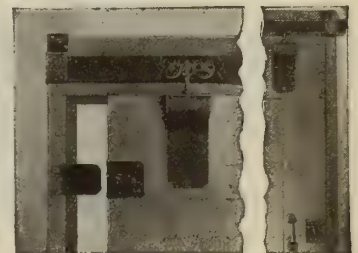


NO. 251. FIXTURES FOR PARALLEL DOORS.

Doors may be hung in continuous series of any length. Double track with weather-strip. Three weights. Easy adjustment. Hangers run inside of track. Special brackets to meet all requirements.

# Richards-Wilcox

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Door Slides in the usual manner, but fits into jamb like a swing door, perfectly tight and weather-proof. Keeps garage warm. Only sure method of hanging flush sliding doors.

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HERE are three new snappy, sales-producing Carborundum Displays that will make your window and counter showings pay you dividends.

The Carborundum Display Racks for the Carborundum Knife Sharpeners, Razor Strop Dressing and Pocket Hones

They are lithographed on steel in five colors. They are bound to attract, bound to help your sales because you have the display and the goods together.

These are but three of the many Carborundum Advertising Displays and sales helps. Can we tell you about the others?

THE CARBORUNDUM COMPANY  
NIAGARA FALLS, N. Y.



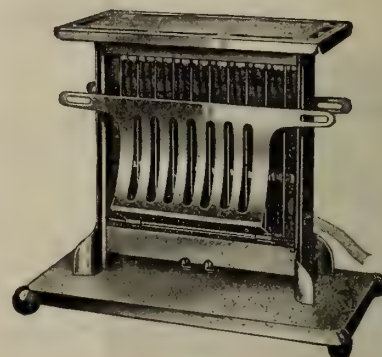
# DO YOU USE UNIVERSAL ELECTRIC HOME NEEDS?



No. E921. Electric Chafin.



No. E9136. Electric Urn.



No. E946. Electric Toaster.

DOES your wife do her work at home in a cool and sensible manner with the aid of Universal appliances? Or does she toil through the heat of the summer days with old-fashioned methods while her husband sells Universal Electric Home Needs at the store?

Even though she may have a few appliances in use, see that she is completely equipped for the hot weather. First, be sure that your own home is equipped for comfort, then with increased knowledge and enthusiasm extra Universal sales will follow.



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is backed up by LEWIS BROS., Limited

**"LEWISITE"**

The weight of LEWISITE Roofing is 40, 50 and 60 lbs. per square for 1, 2, 3 ply respectively.

This is 5 lbs. heavier than any other brand of prepared roofing sold in Canada.

## LEWISITE

is made from pure Wool, Felt and Trinidad Asphalt, and this is all you pay for.

Many brands sell at much higher prices.

None are better and all are lighter in weight.

**"LEWISITE"***Supplied with cement and nails***"LEWISITE"**

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EVERYTHING IN HARDWARE  
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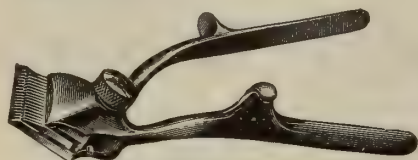
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# PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



**STANDARD No. 0, No. 1 and No. 2.**  
Retailing at about \$2.50. High-class barber's clipper.



**No. 00 SHAVER**  
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



**SPEED**  
Best low-priced Clipper made. Retailing at about \$1.00.



**IMPROVED COLUMBIAN**  
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

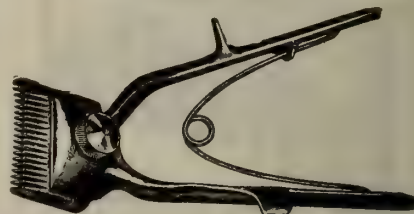
**A. MacFarlane & Co.**

Coristine Building, Montreal

Canadian Agents for

**Wiebusch & Hilger, Ltd.**

New York City



**CADET**  
with visible spring, retailing at about \$1.00.

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We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

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Punches and Chisels  
Hollow Punches  
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Gas Firepots  
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In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

**The Brown-Boggs Co., Limited, Hamilton, Canada**

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Western Representatives: Messrs. Bissett & Webb, Limited, Winnipeg and Edmonton

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## One Inch Micrometer Yankee No. 650



Without Ratchet Stop \$4.00

With Ratchet Stop \$4.50

Leather Case  
65 Cents Extra

THIS new Starrett Micrometer in every respect of quality and accuracy is up to the standard so rigidly maintained in all



TRADE MARK  
**Starrett Tools**

REG. U.S. PAT. OFF.

The price is the lowest of all Starrett Micrometers. For the workman who seldom uses the decimal equivalents the Yankee meets every requirement.

Every mechanic, every apprentice, will want this high grade Starrett Micrometer which sells at a very low price. Dealers should anticipate this demand.

We deal direct with hardware stores. Write for circular describing the Yankee Micrometer, and Complete Catalog 21-M.A. prices and terms.



**THE L. S. STARRETT CO., ATHOL, MASS.**

*"The World's Greatest Tool Makers"*

LONDON

NEW YORK

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# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**

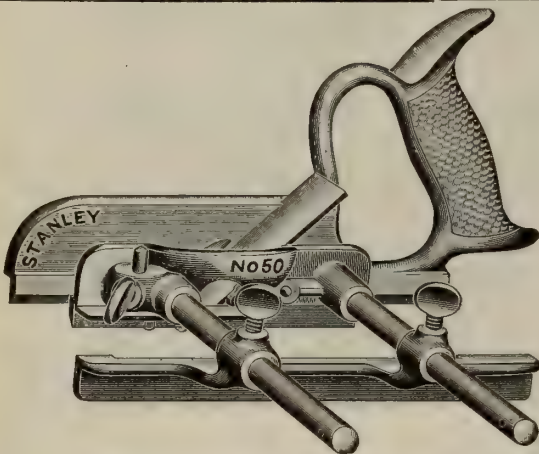
Manufacturers of Lumber Tools

PEMBROKE

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MADE IN  
CANADA

It's a Pink any-  
way you take it,  
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### STANLEY NO. 50 PLOW, BEADING AND MATCHING PLANE

This is a very handy tool for light work, and will sell readily if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.

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You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

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with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. Peerless fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

The Banwell-Hoxie Wire Fence Co., Ltd.

Windsor, Man.  
Hamilton,  
Ontario



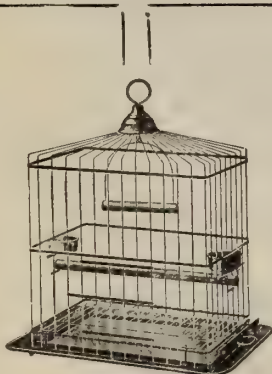
## "HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

**THE ANDREW B. HENDRYX CO.**  
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will help you build a  
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once, but regularly.

ABSOLUTELY GUARANTEED

H. S. HOWLAND SONS & CO.  
WHOLESALE HARDWARE  
TORONTO

LIMITED

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No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges .....	" " "	SC 904
Heavy Strap Hinges ....	" " "	SC 209
Heavy Tee Hinges .....	" " "	SC 609

Corrugated Strap Hinges "	" " "	SC 935
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Don't forget the prefix "SC" !

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.  
Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**



# Brass Railings

*Are a Protection and Finish  
for Any Building*

Every modern office, church and theatre is having them installed.

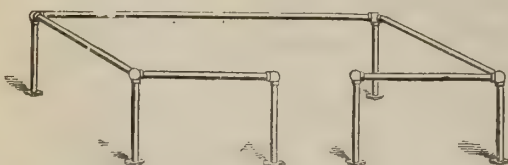
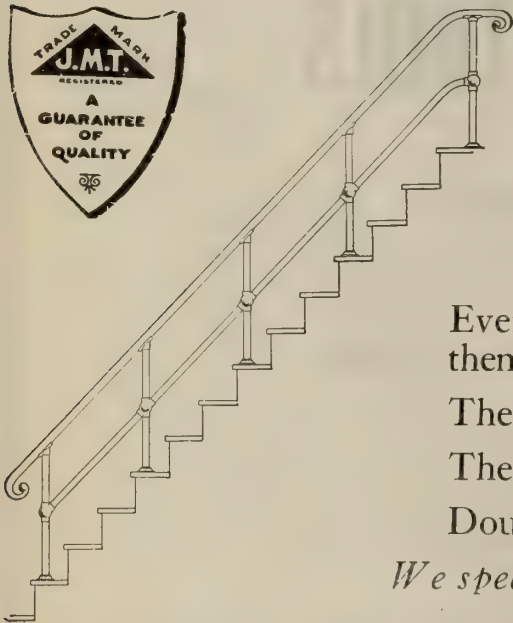
They are attractive and sanitary.

There is an opening for this line in your district.

Doubtless you have had inquiries already.

*We specialize in rails. Take advantage of our experience.*

Prices and Sketches upon Receipt of Specifications.



**The James Morrison Brass Mfg. Company, Limited**

93-97 Adelaide Street West, Toronto

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Quality



Service

# The Steel Company of Canada, Limited

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**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
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### **FORGINGS**

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
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Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered Liquor  
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### **RAILWAY FASTENINGS**

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

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Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
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Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### **BOLTS, NUTS AND WASHERS**

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### **WROUGHT PIPE**

Black and Galvanized Nipples and Couplings.

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Wood and Machine Steel, Brass and Bronze.


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Lead Pipe, White Lead, Shot and Putty.

# The Steel Company of Canada, Limited

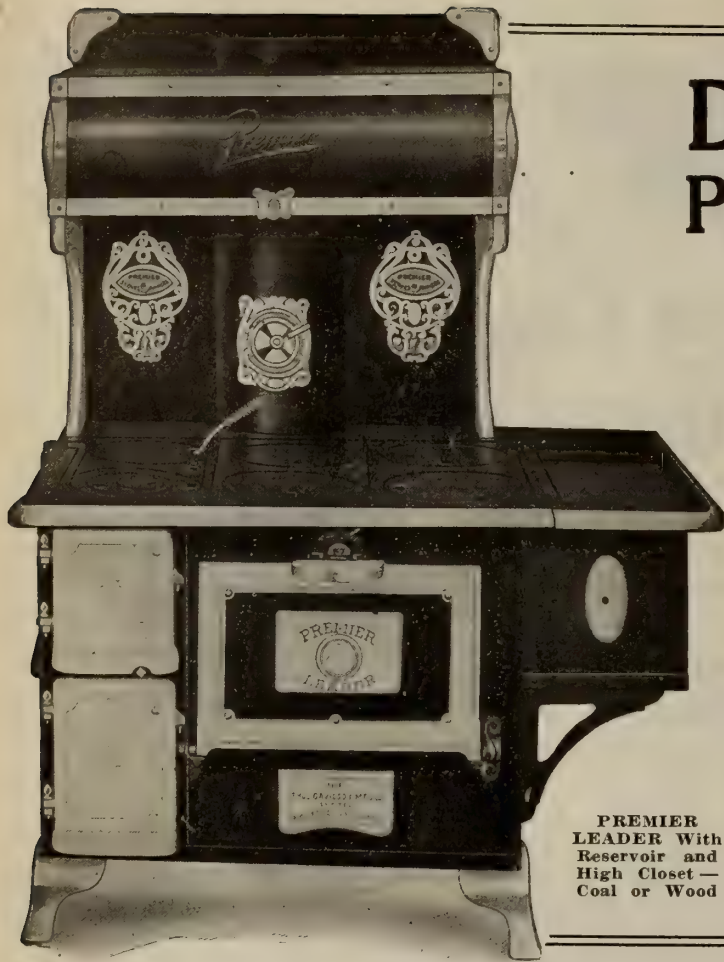


HAMILTON TORONTO



MONTREAL WINNIPEG





**PREMIER  
LEADER With  
Reservoir and  
High Closet —  
Coal or Wood**

# DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

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Company, Limited**

Toronto

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They are always in season. THE LIGHTNING, GEM or BLIZZARD in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.



The Blizzard being a single action Freezer, is cheaper in price and sells well with either the Lightning or Gem.



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Be sure to add the **LIGHTNING CHIPPER**. You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.

**NORTH BROS. MFG. CO., PHILADELPHIA, PA.**

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IN STEEL HOOP KEG.

# WIRE BALE TIES

for baling hay and many other things.

**FENCE and POULTRY  
NETTING STAPLES**

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Bright, annealed, coppered stove pipe,  
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### THE MONITOR ROTARY LAWN CLOTHES DRYER.



It carries 150 ft. of line and every line is within easy reach. Stand in one spot to hang out a large wash.

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No soiled clothes. No dirty lines. No obstruction on lawn or yard. No trouble to set up or take down.

2 styles { "A" 105 Ft. Line  
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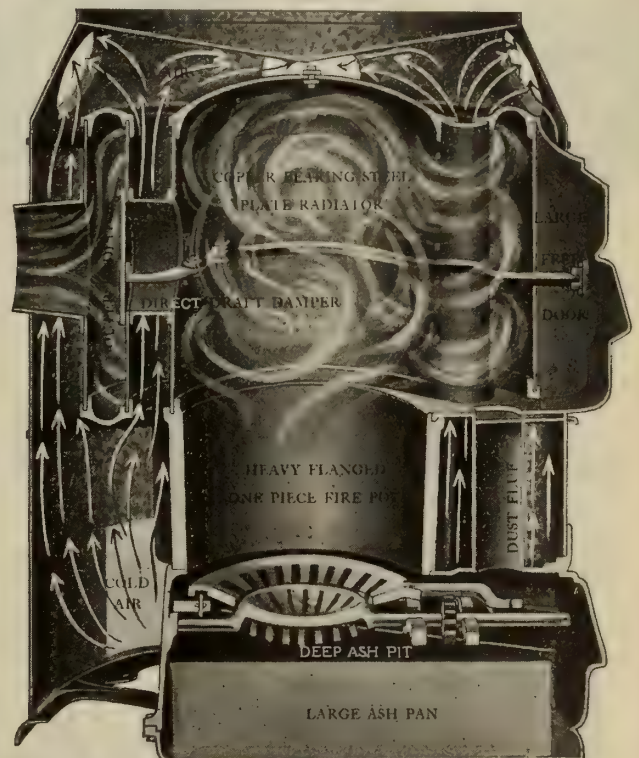
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## A Distinctive Furnace That Brings Distinctive Business

**S**ELL a furnace that is easily sold—one with many distinctive talking points; one that combines all excellences. Sell the **KIR-BEN**.

Here is a furnace built to last for many years; one so designed as to take from the fuel its full heat, and deliver it through the hot-air pipes, and **not up the chimney**; a furnace thoroughly well made, simple, easy to operate, and easy on fuel. In short, a perfect furnace, scientifically designed and absolutely satisfactory. A good furnace to be agent for.



Study this cross-section photo illustration, but better still, write us for our illustrated catalogue No. 6, which illustrates and fully describes Kir-Ben Furnaces.

**KIR-BEN, LIMITED**

ALMONTE, ONTARIO

**Kir-Ben Agency is the Best**

*If interested, tear out this page and keep with letters to be answered.*



**Our Conductor Pipe and Eavestrough fit easily  
and require little solder.**

**Elbows, Skylights, Valleys, Ridge Roll, Ventilators and CORRUGATED IRON.**

**We also carry a large stock of Galvanized Sheets.**

**WE SHIP WHILE OTHERS ARE THINKING ABOUT IT**

**WHEELER & BAIN**

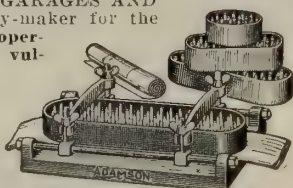
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108 GEORGE STREET**

**TORONTO**

## Draw Profitable Business

### **ADAMSON** Vulcanizers

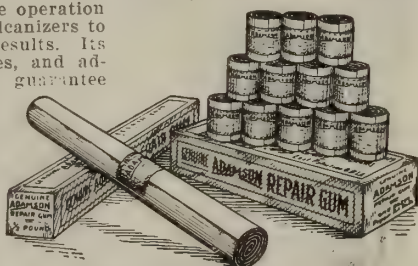
MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS. The money-maker for the repair man. The Adamson operates different from all other vulcanizers—no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES, AS WITH OTHER VULCANIZERS. With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.



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Write for attractive dealers' proposition on a complete line.



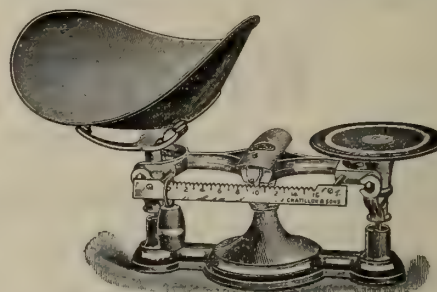
Made in Canada

**ADAMSON MANUFACTURING CO.**  
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There are over one million in use—several times more than all other makes combined.

YOU'LL FIND THE DEMAND AND PROFIT BEYOND YOUR EXPECTATION.

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are second to none. They are made in every style and capacity for every purpose—strong, durable and accurate.

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We also make a great variety of scales to order, for special purposes and in various capacities.

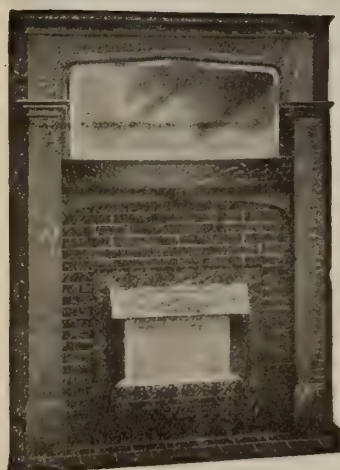
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Scale Makers Since 1835



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

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WRITE FOR CATALOGUE AND PRICES

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9 and 11 Pitt St. East, Windsor, Ont.



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*"Quality METALLIC First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

We are selling

## M-R-CO. Die-Stamped Eavetrough

to scores of men who formerly made their own trough. Why do they buy it? Simply because

they find it saves them money!



The joints fit as though they grew together. Saves two-thirds of the labor and one-half of the solder. And there are fewer joints, too, because M-R-Co. Die-Stamped is made in 10 foot lengths. Correct Shape.

TRY "DIE-STAMPED" ONCE—YOU WILL NEVER GO BACK TO THE OLD KIND

M-R-Co. pipe is straight and true with a wide, tight seam

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TORONTO MANUFACTURERS WINNIPEG

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*of all descriptions*



Annealed  
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Felloe Plates.

Sheared and  
Punched Plates.

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# An Appeal to Men of High Calibre

**H**AVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals*; or to put it more definitely, by the *Common people*. The spirit or impulses of *leaders* must pass downward—to the *Common people*.

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

**Y**OU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

**H**ERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

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This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions. Therefore, we expect many to sign and return the form below:

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Toronto

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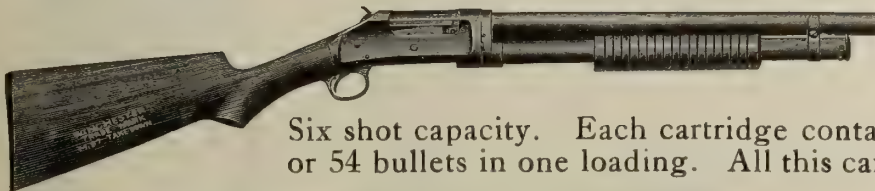
Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....

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**WINCHESTER  
RIOT GUNS**

Six shot capacity. Each cartridge contains 9 man-stopping pellets or 54 bullets in one loading. All this can be fired within one minute



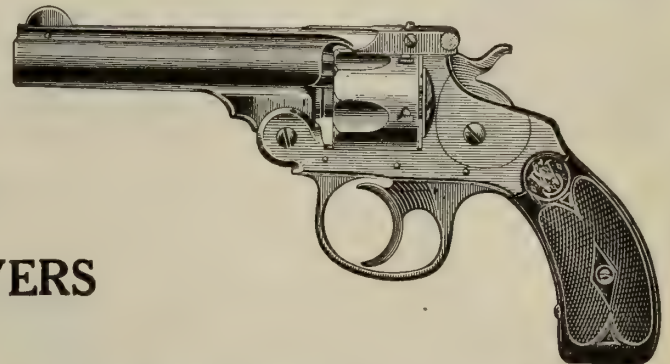
**ROSS  
REPEATING  
RIFLES**

Using .303 Calibre Service Cartridges. Wonderfully accurate on long range shooting.

**GENUINE SMITH &  
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**COLT'S REVOLVERS**

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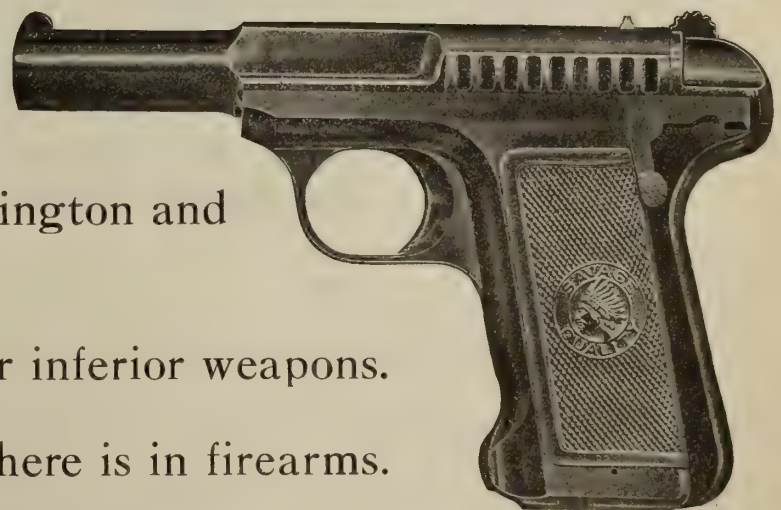


**AUTOMATIC  
PISTOLS**

in Savage, Colt or Harrington and Richardson makes.

This is no time to offer inferior weapons.

Send to us for the best there is in firearms.



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Nicholson Files are made by a firm with 50 years' experience, whose annual capacity is 60,000,000 files a year, distributed over 4,000 different patterns.

Nicholson's direct and control every manufacturing process, from raw material to finished file. Their workmen are expert, and their product is acknowledged superior the world over. 90% of all files sold in Canada are Nicholson-made and are one or other of the famous Five:

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If you want more of the file business in your locality, write us for catalogue and a copy of "File Philosophy" and say you would like our assistance, and you will get it.

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Our goods meet the highest standard and make you good profits.

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Est. 1855

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## Dominion Hand Traps Canadian Black Birds

AND

## Dominion Shot Shells

fill all the requirements for a week end or even a half day of sport.

The trap is constructed on the correct principles to throw targets in the same manner as game birds fly. **Dominion Hand Traps** carry our usual guarantee.

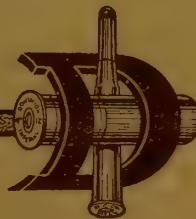
Dealers have an opportunity by the sale of **Dominion Hand Traps** to materially increase their sales of **Dominion Shot Shells**.

Good profit may be realised by renting hand traps.

Sell for \$4.85.

Write your jobber or us for prices.

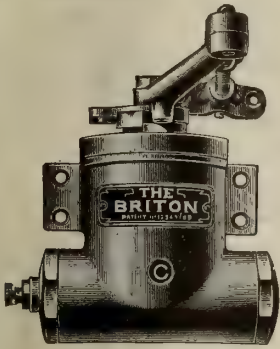
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MONTREAL



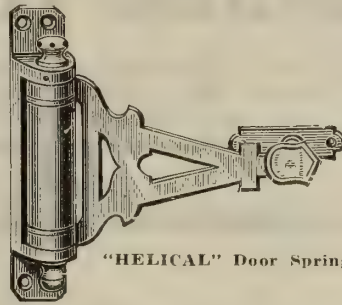




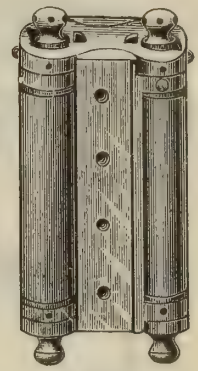




The "BRITON" Door Check and Spring



"HELICAL" Door Spring



Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

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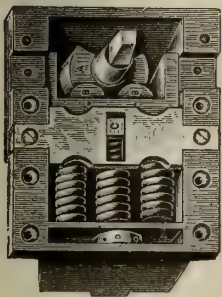
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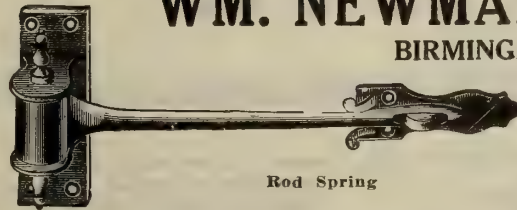
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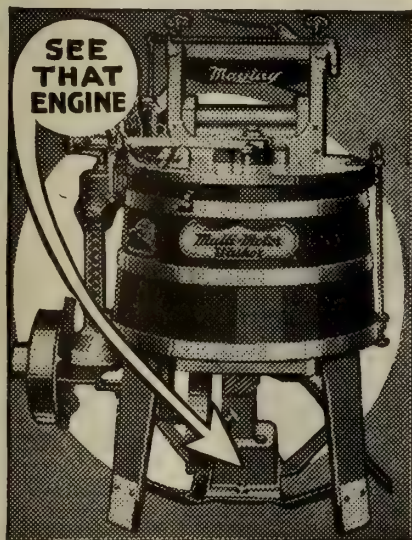
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Rod Spring



The Maytag Multi-Motor Washer Complete with Engine and Swing-ing Wringer.

The Maytag Hand Power Washer Makes Easy the Heaviest Family Washing.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?



In addition to the above are two other washers, "The Maytag Power" equipped with pulley to be run with separate engine, and "The Maytag Electric" which are the

## Four Best Washing Machines in the World

Write for prices and particulars re exclusive contract and do it to-day—NOW.

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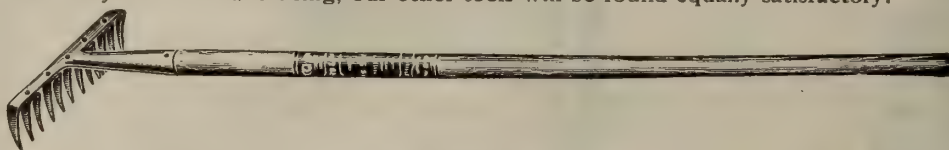
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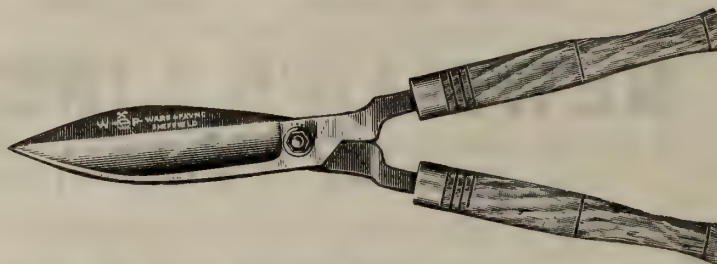
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5374—Weed Fork



No. 5317—"Ideal" Regd. Rake.



No. 5417—Garden Shears.  
Guaranteed "Fast Handles."



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No. 5757—The "Perfect" Patent Dutch Hoe.

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CABLES: WARD, SHEFFIELD.

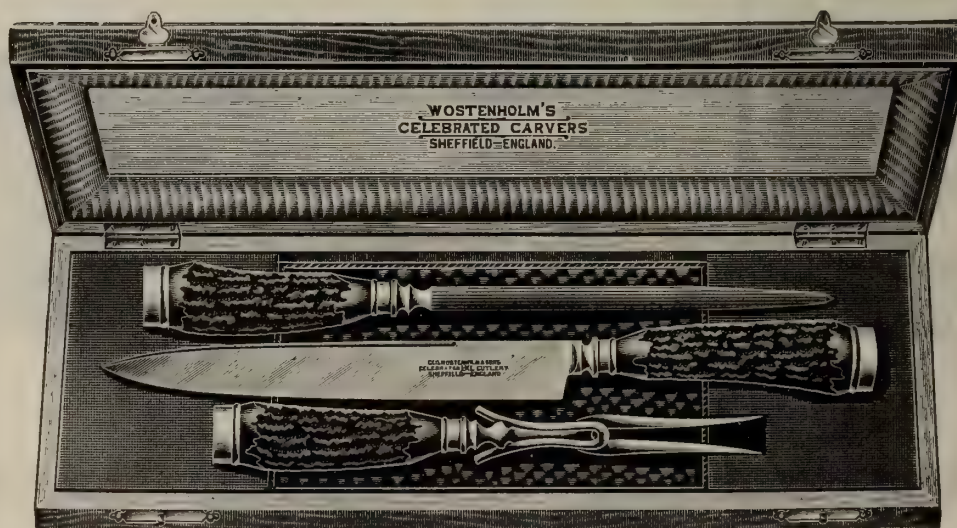
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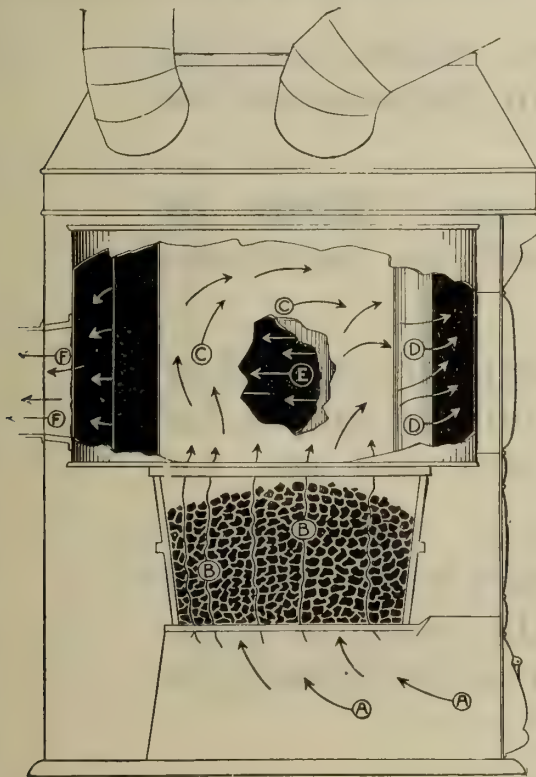
CARLETON PLACE WINNIPEG

## Heat - Retaining Apron

SOME Furnaces heat the house, others heat the cellar. With the common furnace from 30 to 50 per cent. of the heat generated escapes into the basement. This is impossible with the "STERLING," and that because of the "HEAT-RETAINING APRON."

### Why the Apron is Heat-Retaining

For the simple reason that it intercepts the heat that would otherwise be wasted, into the cellar and holds it inside the furnace until the passing air absorbs it and carries it into the room. In a Furnace which has no Heat Retaining Apron the heat radiated by the firepot passes across the casing, which is the nearest "direct object," and the casing gives off this heat into the cellar.



One air current passes through the Draft Door in front, passes through the Ashpit "a," then through the Coal "b," and out into the Combustion Dome "c," where it mixes with the gases and burns them; finally into the Radiator "d," and round through the Radiator "e" into the Smoke Pipe "f," and so up the Chimney. This air is used only for combustion. It cannot enter the rooms.

Send for our Booklet, describing fully the merits of the Heat-Retaining Apron. Its simplicity and efficiency makes one wonder why it was not thought of and embodied in furnace construction long ago.

Frankly, we want you to act as the Sterling Agent in your territory. You cannot possibly get a better Furnace to sell, or a furnace that will sell other furnaces after it—this on customers' recommendations.

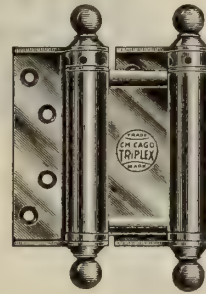
Write us for our proposal.

**Findlay Bros. Co., Ltd.**  
CARLETON PLACE and WINNIPEG

## TRADE CHICAGO MARK SPRING HINGES

### A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



### Chicago "Triplex" Spring Butts

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Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company,**

CHICAGO



NEW YORK

## Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$6.00 per dozen.

FACTORY and MILL Brooms \$4.00, \$4.50, \$5.00 per dozen.

**Walter Woods & Co.**  
HAMILTON and WINNIPEG

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This symbol is a Guarantee of Quality in Rubber Goods.

It represents the largest manufacturing concern of Rubber Goods in Canada, and in the British Empire.

It distinguishes the best "***Made in Canada***" line of Rubber Goods for the Hardware Trade.

It Stands for the Quickest Service within your reach. Don't accept our statement for this fact. Put us to the test and see for yourself.

Our aim is to serve and please you and those you serve. Whatever the need in Rubber may be, write to our nearest branch, or direct to our head office.

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**Canadian Consolidated Rubber Co.**  
**Montreal, P. Q.** **Limited**

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**28 "Service" Branches Throughout Canada**



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, JULY 22, 1916

No. 30

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# BE PREPARED

## ORDER **O-Cedar** NOW

(MADE IN CANADA)

It is a safe estimate that the sale of O-Cedar this fall will be treble that of any other season. Are you prepared? The wonderful merits of O-Cedar appeal to every housewife and our great advertising campaign keeps every woman reminded.

### ORDER FROM YOUR JOBBER NOW

Your customers are using it all the time, but they will use three and four times as much this fall.

DISPLAY IT—LET THEM KNOW YOU HAVE IT.

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

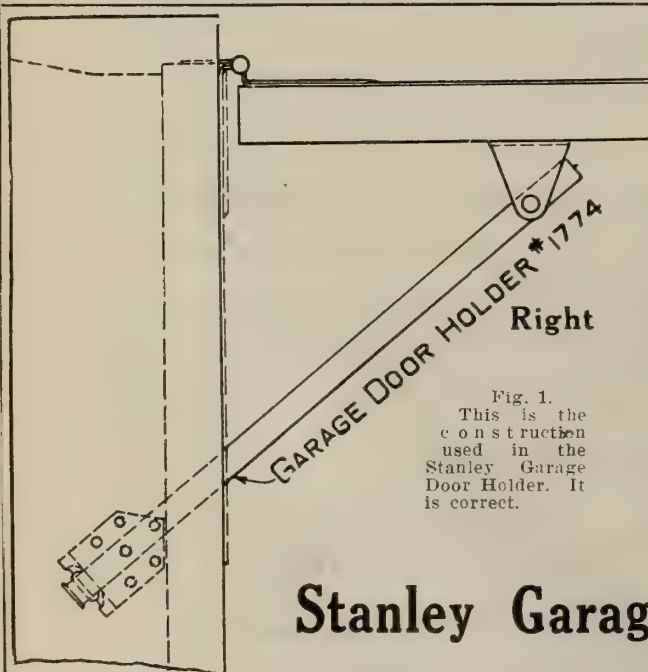


Fig. 1.  
This is the construction used in the Stanley Garage Door Holder. It is correct.

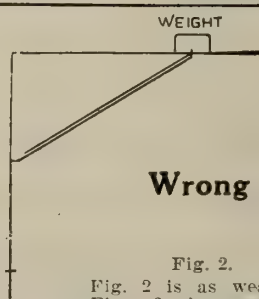


Fig. 2.  
Fig. 2 is as weak as Fig. 3 because the brace strength is measured by the shortest weakest length.

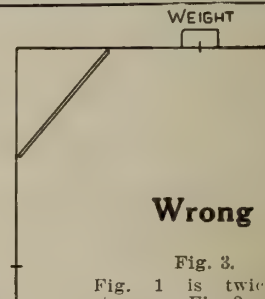


Fig. 3.  
Fig. 1 is twice as strong as Fig. 2 or Fig. 3 because the brace is applied twice as far out.

*Study these diagrams and observe the mechanical correctness of the*

## Stanley Garage Door Holder, No. 1774

ALL parts have a high factor of safety and there is nothing to get out of order or to cause trouble. It is a necessity for all kinds of garages, brick or stone, concrete or wood, old or new. Selling this is easy. It's something everyone needs. And it nets a very satisfactory profit. The Stanley Door Holder is now in thousands of stores as a standard product.

It will pay you to stock it, too.

*Write to-day for catalog.*

**The Stanley Works, New Britain, Conn., U.S.A.**  
NEW YORK CHICAGO  
100 Lafayette Street, 73 East Lake Street,

Canadian Representatives:  
A. McFarlane & Co., Coristine Building, Montreal

*If interested, tear out this page and keep with letters to be answered.*



## Turpentine Prices Go Rapidly Upward

*Formation of Big Corporation in United States to Control Market Stated to be Chief Reason for Advance—Company Says Their Avowed Purpose Is To Protect the Trade.*

THE phenomenal rise of turpentine within the past two weeks of 10 cents per gallon has given rise to increased interest in that commodity. Especially is the interest keen among users of turpentine. While the rise in price has been apparently considerable the actual advance in price as compared with the price at the same time last year is not so great. On July 15, 1915, turpentine was selling at 65 cents per Imperial gallon in two to four barrel lots. To-day with the present increase in price it is selling at 68 cents in two to four-barrel lots. An organization has recently been formed in the United States known as the American International Corporation with a capital of \$50,000,000 with the avowed purpose of facilitating and promoting foreign trade and shipping. To this end a subsidiary company known as the Rosin & Turpentine Export Company of Georgia, has been formed as a branch of the larger concern. This concern hopes to control about 65 per cent. of the rosin and turpentine export trade of the United States. Their avowed intention as stated by their officers is to "protect the trade, which has suffered greatly through combinations among foreign buyers and consumers, who have been able to control the prices because of the lack of organization in the producing end in the United States, and because of lack of capital in the export trade."

### Canadian and American Prices

These prices are for the American wine gallon and are the prices which prevailed on the Savannah Board of Trade in Georgia, the centre of the turpentine market. Turpentine is sold by Canadian dealers according to the Imperial gallon measurement which is one-fifth larger than the American wine gallon. To obtain the price for the article in Canada at these various dates it would be necessary to add one-fifth to

the cost,  $4\frac{1}{4}$  cents per gallon for freight charges and within the past year or so seven and one-half per cent. war tax. For instance in the year 1911-12 when turpentine sold at  $50\frac{1}{2}$  cents per gallon in Savannah the price that would logically prevail in Toronto would be  $74\frac{3}{4}$  cents per gallon. In other words approximately 50 per cent. more than the price quoted in the Southern States.

### Attempt to Corner Turpentine

The highest price reached by turpentine within recent years was on March 24, 1911, when it was quoted at \$1.07 per gallon in Savannah. In Toronto at that time the price would be around

\$1.50 per gallon. At that time an attempt was made to corner the market in rosin and turpentine and to advance the price. "The exceedingly high price at that time was, it is claimed, due to the manipulations of one Shotter, who succeeded in running up the price. The present rise in prices would seem to be due somewhat to the same reason," said E. Fielding of E. Fielding & Sons, importers of turpentine in discussing the turpentine situation with a Hardware and Metal representative. "Whether or not the present interests can succeed in running up the market to levels formerly reached is, in our estimation, very doubtful. It is a big undertaking to attempt to corner the turpentine market. However, the outcome can but remain a question for the future to decide."

### Company States Its Position

The American International Corporation has been frank in making a statement about the purposes and aims of the new Rosin & Turpentine Export Company, of Georgia. They state the industry has been suffering on account of lack of capital and organization. Their statement follows:

"Rosin & Turpentine Export Company, of Georgia, capital \$300,000, with privilege of increase up to \$2,500,000; J. A. G. Carson, Savannah, Georgia, will be president; George J. Baldwin, vice-president of American International Corporation, will be vice-president.

"In keeping with its policy of doing all within its power to foster our growing foreign trade, the American International Corporation will take a controlling interest in the affairs of the Rosin & Turpentine Export Company of Georgia.

"The new corporation includes the old Rosin & Turpentine Company, a Delaware corporation, and will have producing capacity equal to at least 65 per cent. of the export demand.

### VAGARIES OF TURPENTINE PRICES

Almost the entire amount of turpentine consumed in Canada comes from the Southern United States, where the article is secured from the pitch of the long-leaved pine. Statistical records of the Savannah Board of Trade for the past eleven years show that the price on July 1 of this year was the lowest for turpentine, with one exception, at the same period of any year during that eleven-year period. Following are the prices at which turpentine sold on July 1 in each of the years:

July 1	Per Gallon
1906-07 .....	57 $\frac{1}{4}$ c
1907-08 .....	57 $\frac{1}{4}$ c
1908-09 .....	39 $\frac{1}{2}$ c
1909-10 .....	43 $\frac{1}{2}$ c
1910-11 .....	61 $\frac{1}{2}$ c
1911-12 .....	50 $\frac{1}{2}$ c
1912-13 .....	44c
1913-14 .....	36c
1914-15 .....	46c
1915-16 .....	39 $\frac{3}{4}$ c
1916-17 .....	38c



"George J. Baldwin, vice-president of the American International Corporation will be vice-president of the export company.

"The company is organized solely for the conduct of an export business in rosin, turpentine and other naval stores. A strong union of interests is necessary at this time to protect the trade, which has suffered greatly through combinations among foreign buyers and consumers, who have been able to control the prices because of the lack of organization in the producing end in this country, and because of lack of capital in the export trade. In the Southern States, where the production is centered, practically all the turpentine and rosin are handled through factors, who, as a rule, finance the individuals who gather the product and then sell their goods at current market prices. The naval stores business amounts to about \$35,000,000 per annum, and the factors have not been in a position to hold their product for good prices, but have been compelled through lack of capital to

sell at whatever price the immediate market afforded. This weakness allowed the formation of combinations among the buyers, with the result that producers have not received adequate compensation for their efforts.

"American leads in both quantity and quality in the production of turpentine and rosin; France comes second, and Russia third. The Russian turpentine is of an inferior quality. Something over 50 per cent. of our product has been exported, and our chief customers have been as follows:

	Gallons per annum
Turpentine—	
Germany, approximately .....	9,000,000
England, approximately .....	7,500,000
Holland, approximately .....	3,000,000
Austria-Hungary, approximately ....	3,500,000
Order of purchases:	
Rosin—	Barrels per annum
Germany, approximately .....	900,000
United Kingdom, approximately .....	675,000
Austria-Hungary, approximately ....	275,000
Russia, approximately .....	250,000
Other countries, approximately .....	900,000

"With the entrance of the new Rosin & Turpentine Export Company into the

field, backed as it is by the American International Corporation, there will be sufficient strength of organization and sufficient financial responsibility to assure the profits of this important American industry, which has been suffering on account of lack of capital and of organization.

"The plan of organization and a statement of the purposes of the new corporation have been filed with the Federal Trade Commission and the Department of Justice. In its operations the corporation will pursue the policy of giving fullest information to the Federal authorities. While counsel who prepared the legal papers are confident its operations will not be in violation of existing trust statutes, nevertheless, whatever indefiniteness or doubt that may exist as to the ultimate scope of its operations will, it is hoped, be cleared by the passage of the bill now in Congress fathered by the Federal Trade Commission, legalizing and broadening the scope of combinations organized for export trade."

## Thinks Stove Trade Will Be Good

*Representative of Large Manufacturing Concern Says Present Indications are That Business Will be 50 Per Cent. Better Than Last Year—Dealers are Laying in Their Stocks Earlier—Sales Methods Will Help Greatly*

FROM present indications the fall stove trade is going to be a heavy one, stated the representative of one of the large stove manufacturers to a Hardware and Metal representative. "Orders are coming in earlier in the season and in larger numbers than they have for some time past. From present indications it would seem that the stove trade will be fully 50 per cent. in advance of the trade of last year. Furnaces are not in quite such a heavy demand as stoves and ranges of various kinds. This of course, has been due largely to the cessation of building operations. There are a goodly number being installed by farmers throughout the country who have had a good year in selling their crops and are making their homes more comfortable in consequence. This is a steady, dependable trade and is hardly as large as in years when many new buildings were being erected.

"With the stove trade it is different, for the expenditure is not as large as that for a furnace. People are experiencing prosperous conditions just at the present time. Then too there is a lot in the way a stove manufacturer and the dealer goes after the business. This is no time for men to sit down and grouch and think that business has gone

to blue ruin. By changing their methods along more aggressive lines it is possible to pull trade where before it seemed impossible. In the case of our company we have set out on the principle that business is to be had if it is gone after in the right manner. To this end we have carried on an energetic campaign of advertising in mediums that cover a wide area and we have tried to follow this up with good service and goods. We have been even more energetic in this publicity campaign during the past year and we believe results are being manifested in the increased business already in sight for the present year.

### Labor Conditions Righting Themselves

There has been a period of floundering around to a certain extent during the past year when manufacturers have had to contend with the shortage of labor and its extreme mobility. "Men have been ready to move from one job to another in the hope of bettering their conditions. There have really not been as many jobs for distribution as workmen at first sight might think. While one job may be advertised as vacant a thousand different men may see the advertisement and it may set these men in motion toward that job. But only one man can secure the job. With the

others they have become restless. This factor has caused a lot of moving around and industrial conditions have been unsettled as a result. Then there has been the effect of enlistments on industrial production which has handicapped it considerably. In the manufacture of stoves highly skilled labor is employed. It takes years to develop the men. For this reason it has not been possible to utilize the help of women to any great extent. Their physical make-up does not lend itself to heavy work around machinery and in shops where there are complicated machines with belting. It does not seem to me that women are going to be a large factor in industrial conditions here in Canada after the war is over. They will take to the vocations to which they are best suited, and in this war conditions will possibly have opened new visions for them of lines in which they will be able to find openings and which they will be able to fill to excellent advantage.

"As to the restlessness of labor, conditions are beginning to settle down to more steady lines. Men are realizing that it does not pay to shift around too much. It does not pay for them to become too dictatorial in their demands for higher wages. Labor conditions will be greatly altered after the cessation of



hostilities. It will be a question of finding jobs for the men who will be released in great numbers."

#### Aggressive Sales Methods Needed

Asked how he thought the average dealer could increase his volume of sales the representative of the stove concern in question asserted that he could do it by good sales methods. "A dealer should not forget that the purchase of a stove is not made every year by a household. A purchase may be made no oftener than once in fifteen years. But it may be the fifteenth year that will crown his efforts. If he is looking for the sale and has it in mind all those years he will be in a better position to get it. It never pays to leave off looking for sales until the prospect walks into the store of his own volition. By suggestion in advertising a sale may be helped along. If the dealer's name is the one coupled with that advertisement he stands the best chance of making the sales once the prospect begins to think along stove lines."

#### Stove Display Important

"The methods of keeping the stoves before the public is also an important factor in getting people to think along stove lines. So many dealers find themselves handicapped for space that the stoves very often are covered with other articles. They are often placed in a position in the store which is least attractive. If the stoves are kept polished and bright and placed in a position where they can be seen to good advantage it is a big incentive to whet the interest of prospective customers. Suggestion has a powerful influence in paving the way for a sale. Window displays at seasonable times of the year will help greatly to increase the interest of people in a stove display. It is sometimes to the advantage of the dealer if he can give a separate room up to the display of his stove stock. It often helps when there is a certain seclusion about the stove department. If the salesman has an opportunity to talk to the interested party without being interrupted the chance for a sale is always greatly enhanced. The purchase of a stove is a rare occurrence in the life of the average household. An expenditure of forty or fifty dollars for this purpose will be turned over in their thoughts quite a bit before they finally decide to make the purchase. Once it is decided upon they like to feel that they have the undivided attention of the dealer or salesman during the time they are looking the stock over."

#### Should Know Their Stoves

"What is greatly to the point in furthering stove sales is the very essential knowledge of the good points about

a stove—its superior qualities over other stoves, what it will do, how it will work in the matter of fuel consumption. There is very often only half-knowledge or even less on these points. They are most necessary if the attention of the prospect is to be held long enough to secure his sale."

#### Conditions Ripe for Good Trade

The representative of the manufacturing concern asserted that he had recently been on a trip throughout the West as far as the Coast and had looked into the conditions as far as he was able.

## Leather Advanced 20 to 50 per cent. in Year

*Extraordinary Heavy Demands for War Purposes, Shortage of Supplies, Freight Rates and High Prices of Tanning Materials Have Been Causes —30,000,000 Hides Required to Make Soldiers' Shoes Alone*

SOLE leather in Sides during the past year has increased in price in the neighborhood of 10 cents per pound. On July 1, 1915, it was selling wholesale at 35 cents per pound. Today it is quoted at 45 cents per pound. "And the tendency may be to still higher prices as long as the war lasts," said the sales manager of one of the largest tanning concerns in Canada. This is practically an increase of over 25 per cent. in the price of this grade of leather within the past year. Leather used in the manufacture of black harness is selling on an average at 51 cents per pound. Leather belting is also very dear, the price of that commodity being also affected during the past year. "The price of belting has been affected even more than sole leather. For there has been such a constant wear and tear by the working of munition plants almost twenty-four hours in the day that the demand for belting has been great, said the representative in question."

On June 20 of this year one of the largest tanners in Canada advanced their prices on sole leather from 5 to 15 per cent. In speaking of the necessity for the increase in price one of their representatives said to a Hardware and Metal representative:

"The continued increase in the cost of hides, materials, labor and freight have obliged us to revise our prices on sole leather. And our prices are subject to change without notice. This increase in price has been made absolutely necessary by the enormously increased prices we have been compelled to pay for hides, materials, labor, insurance and other items. Tanning materials alone have advanced about 400 per cent. in price over the period prior to the

"There is every prospect of another good year in the West. The acreage of grains will possibly be fifteen per cent. under that of last year. But with good growing conditions there should be an excellent crop. This should make the chances for sales good. Then in the Eastern section of the Dominion that can be depended upon for a good trade. This section is where population is most dense and where money is naturally in larger amount. Taken all in all there is every reason to look with optimism to the fall stove trade."

#### Question of Supply a Big One

It has been estimated that in the neighborhood of 30,000,000 beef hides will be required to make four pair of shoes each for the 50,000,000 men now under arms in the various countries. The army equipment estimate to put soldiers on a preparedness basis is four pair of shoes per man. For a million pair of shoes, allowing four feet of leather to a pair, would mean four million feet of upper stock that would be required for one pair of shoes each for a million men. This would require about 100,000 hides. For the sole leather in a million pair of shoes another 30,000 hides would be required. From this it will be seen that the number of hides required to equip the men now under arms with one pair of shoes each would be 6,500,000. With four pairs of shoes for each man, allowing for wastage of war, the hides of no less than 30,000,000 beeves would be required. Furthermore, this makes no provision for harness, for artillery, saddlery, belts, bandoliers and other leather equipment of armed troops.

It has been stated that the Austrians have been trying out wooden soles. Russia is considering the use of felt tops to curtail the use of leather. It is stated for drill purposes a pair of goods shoes will only last about eight weeks, while trench work uses them up in much shorter time. Shoes on the Canadian troops, however, have been known in certain instances to last as long as seven months under drill conditions. But then some men are much harder on shoes than are others.

#### Shipping Affects All Leathers

Not alone is there difficulty in filling the requirements for shoes and leather

(Continued on page 30.)



# Cardwriting Made Easy

## by R.T.D. Edwards

### LESSON NO. 17—MUSIC PENS

**T**HERE are many styles of cardwriting, which, when done properly, are equally as effective in bringing good business, but the cardwriter should not be content with this; he should be ever alert for new ideas in order that he may secure decided changes in his show-card effects so that his style will not become tiresome to the public.

A good change not only gives added interest to the customer but it keeps the work from becoming monotonous to the cardwriter himself.

In this month's lesson I am endeavoring to give as concisely as possible an entirely new phase of the cardwriting art so far as this series is concerned. This method is the making of attractive show cards by means of silhouettes for the decorative part of the card.

Silhouette drawing is an old art, in fact one of the oldest styles of hand-drawing, but of recent years it has been used more extensively for advertising purposes; but the show card has not received as much of this style of illustration as it should. The silhouette when properly and skilfully applied to the card is attractive and adds life.

The proper meaning of a silhouette is an outline drawing with the interior filled in solid black. Many drawings, however, in order to bring out certain effects show interior lines. This form does not require any drawing ability whatever.

The best system for making these is as follows:

You must first obtain the proper illustrations from magazines, newspapers, trade journals, or from any book or paper which has illustrations which are up-to-date. It is advisable to watch for these from time to time so that you will have them on "tap" when required.

In selecting a drawing for silhouette the outline is the main thing to go by. After the drawing is completed there must be life in it, and it must show clearly what it is supposed to illustrate. If the figure of a human being is being selected, it is best to have a profile face, but sometimes even this is not necessary if the rest of the outline is good. You must learn to judge for yourself. There is no set rule to follow.

#### Transferring Silhouette on to Card

There are two methods in which to transfer the drawing from the printed paper to the show card. The easiest is to blacken the entire figure in with either show-card black or waterproof ink, then cut out neatly with a small pair of scissors and paste on the desired spot. This is the quickest way, but if you want the silhouette to be drawn right on the card itself then follow the method

as illustrated in Fig. 1. Make a tracing of the outline on transparent tissue paper. Then place carbon paper under the tissue over the desired spot on the show card, and retrace the outline. This being done you have the outline drawing on the card and all that is left to be done is to blacken in the interior. It is quite simple and can be done in a very few minutes. Care must be taken not to lose any of the detail, more particularly about the face.

The silhouette drawing should only be used on a white card with nothing but black used for lettering. No form of bright colors or shading is in keeping with the silhouette.

#### THE CHART

**No. 1** shows a silhouette produced from a half tone figure of a woman in an afternoon dress. The outline of this is excellent as the imagination can fill in the detail from it. A drawing after this nature should be placed on the left side of the card.

Suitable wording to go with this illustration: "Our latest style frocks show foreign style tendencies."

**No. 2** shows a silhouette of a swallow flying. This is often used for placing on the card along with other drawings to lend variety.

**No. 3.**—You will not get many opportunities to use this form of illustration. A novelty card would be the best way to work up a show card from.

Suitable wording: "Our children's hosiery has that 'nine lives' propensity."

**No. 4.**—The figure of a man's head makes an excellent illustration in silhouette when it is in profile. This can be secured from full size figure. Make sure that the style of the hat is of the latest shape.

Wording suggestion for a hat card: "London and New York hat styles—well known brands."

**No. 5.**—The figure of a parrot makes a good novelty card and can be used in any store with wording that is suitable for any kind of merchandise.

Here are two suggested wordings: "Come in and talk it over with us." "Our values talk for themselves."

**No. 6.**—This figure provides an excellent outline for a silhouette drawing. One glance shows you the very style and cut of the dress and hat worn. This was taken from a monthly fashion book.

Wording suggestion: "We are small girl outfitters."

**No. 7.**—Here is another man's head silhouette. This is best used for a collar show card. In fact the collar shown here is one of the latest styles, widely advertised by a prominent maker. This was taken from a daily paper.

Wording for card: "Let your neck be free and



easy in our latest style collars."

No. 8 shows a specially good illustration taken from a magazine advertisement and transferred into a silhouette. It can be used on grocery show cards with good effect.

Here are some show card wording suggestions: "Good cooks say our groceries are always reliable and up to a high standard. Give us your weekly order."

"While doing your daily cooking don't forget that we have everything that good cooks require."

This drawing could also be used by a hardware merchant to advertise cooking utensils.

No. 9.—The hand makes an excellent and easily-made silhouette for show-card use. If a couple of sizes of these are kept on hand to be used as patterns the drawings can be made very rapidly.

No. 10 shows late style frocks and could be used on a show-card for a window display of dresses, of similar lines. This should be used on the left side of a card.

No. 11. — If the hardwareman carries electrical fixtures here is an idea for a silhouette show card illustration. It is a daily paper illustration.

Suggested wording: "Our electric fixture department is showing many new styles in table lamps."

No. 12.—The boot and shoe section has many opportunities to get the proper illustrations for this form of show-card work as nearly all of their illustrations have the right outlines for this work. Make sure to get the latest styles in footwear.

No. 13.—A very dainty illustration for children's headwear taken from a daily paper. The daily papers are full of just such illustrations.

Showcard wording: "We are featuring dainty Panamas for the little folk. Priced from \$2.25 and upwards."

No. 14.—If you are a handler of pipes, this will show what good silhouettes can be made from a catalogue illustration.

No. 15.—A silhouette cut as it was taken from a cut



The illustrations used in preparing the above show card suggestions were taken from the advertising pages of Hardware and Metal.



Chart 16.

catalogue. This pose is called the "Speaker," and can be used on a show card with general wording: "Let us show you that we are giving bigger and better values than ever."

No. 16.—A drawing of a cod fish. If you are a grocer with a fish department, a fish illustration in silhouette makes an attractive show card.

Wording suggestion: "Fish in large variety from fresh and salt water."

No. 17.—This drawing was taken from a picture of a hunt scene. It can be used on cards to advertise different kinds of merchandise.

Wordings: "After that invigorating gallop our excellent line of groceries will appease your ravenous appetite. Order a supply to-day." "We are outfitters to men who participate in the chase."

No. 18.—The ball player illustration is a good one for advertising sporting goods. Cuts like this can be secured from sporting sections of the daily papers.

No. 19.—The fly illustration can be used by the grocer to advertise fly paper and poisons. This was taken from a Canadian Grocer advertisement.

Wording suggestion: "Swat the fly. Arm your home against the fly nuisance."

No. 20.—An illustration of a man wearing a spring and fall overcoat. This was obtained from a daily paper and is excellent for card purposes.

No. 21.—A drawing that is full of action. From its outline you can see how eager the dog is. It makes a good illustration for a dog biscuit card.

No. 22.—The merchant who stocks bicycles will find many illustrations in catalogues which will make up into splendid show cards.

Wording suggestion: "We carry one of the best makes of bicycles our country produces."



**No. 23.**—A very dainty illustration which can be used for afternoon or evening gowns.

A suggestion for show card wording: "Here you have daintiness and latest style combined, with good wearing qualities."

**No. 24.**—The bathing suit girl shows excellent lines for silhouette work. This looks well when used in a display of these garments.

**Nos. 25 and 26.**—Cuts like these which are found in catalogues make good show card illustrations for the hardwareman.

**No. 27.**—This is a fine illustration for a grocery card in a cereal display.

Wording suggestion: "Our splendidly flavored cereals make the children hurry down to breakfast."

**No. 28.**—You will have little trouble in obtaining a suitable automobile illustration for silhouette work. The papers and magazines are full of them.

Card wordings: "We are showing many new ideas in motoring garments."

"The auto part is not complete unless the hampers are filled with our cooked meats, canned goods and confections."

**No. 29.**—Here is a drawing of a diving girl. This makes an attractive illustration when used on a card in a bathing suit window.

**No. 30.**—Here is a silhouette made from an ornamental floral design. This makes a very attractive card and can be used in any kind of merchandise display.

**No. 31.**—This is a striking cravat illustration. Note that this face does not show profile but enough of the chin and cheek bone is showing to give it the proper life.

**No. 32.**—Can be used for several different purposes. Here are some show card suggestions:

"You may knit for the soldiers while our fireless cookers do your work."

"We are headquarters for wool for soldiers' socks."

**No. 33.**—A little floral spray that can be used as an end piece for any show card.

**No. 34.**—A girl waving a handkerchief, evidently saying good-bye to friends.

**No. 35.**—A basket of flowers for any class of card.

## LEATHER ADVANCED 20 TO 50 PER CENT. IN YEAR

(Continued from page 27.)

for other purposes but in almost every line where leather is required there is a shortage. Goatskins which go into the manufactures of glazed kid for closed shoes and which are being very largely worn this year, have been greatly curtailed by shipping facilities. About 50,000,000 of these skins are imported into the United States and Canada during the course of a year for the manufacture of leather for this purpose. Many of these come from South America. The shipping rate on these skins is about 40 cents per dozen from Buenos Aires to New York. One of the large importers of these skins recently stated:

"Advances in prices have been made absolutely necessary for the reason that we are now paying 100 per cent. more for our goatskins than we were a few

months ago. The materials and chemicals used in tanning and finishing, dye-stuffs, glycerine and oils are several hundred per cent. higher in cost than in normal times. It is the same with freights and insurance. Tanning materials are about 400 per cent. higher in price, and where we paid for glycerine in normal times 15 cents and 16 cents we are now paying 63 cents. A large proportion of the goatskins come from India and China and high freight rates and insurance have greatly restricted the supply from these countries. Calfskins too are very high in price as compared with normal times."

In some quarters the tanners have been criticised for advancing the price of leather. This criticism has come principally from leather buyers. "With the great consumption of hides and skins for the making of leather there has come about a scarcity in many lines. "Not alone has there been an advance in

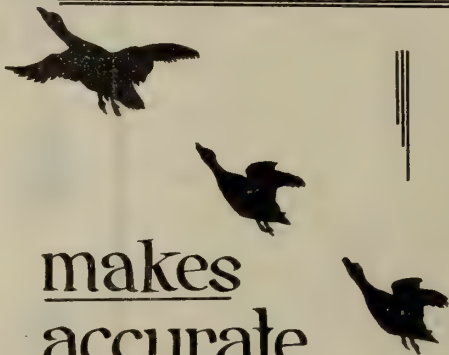
dyes and tanning materials since the beginning of the war, but tanning machinery is higher and the cost of labor has been greatly increased. In Canadian tanneries enlistments from the skilled workers have handicapped production to a great extent. All these things have operated to bring about a higher cost. And we do not see any hope that these conditions will improve until after the war is over."

## PERSONAL

Charles McGibbon, for some time manager of the Morgan Hardware Company at Peterborough, has accepted a position with the Edwards Hardware Company of Lindsay.

Herb Smith, Collingwood, Ont., formerly with the Collingwood Hardware Co., will in future cover the ground between Belleville and Prescott for Beatty Bros. Ltd., succeeding C. J. Barragar.

# Good Ammunition



## makes accurate shooting

See our  
various lines

*The illustrations of the three ducks used in preparing the above show card suggestion were taken from the advertising pages of Hardware and Metal.*

You must bear in mind that you may not be able to secure these same drawings to make silhouettes from. This is just to give you an idea of what can be made from illustrations you see every day.



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, JULY 22, 1916

No. 30

## FEWER COMMERCIAL DEFAULTS

**R**ETURNS for the first half of 1916, according to Dun's Bulletin, show a substantial reduction in the business mortality in the Dominion during the corresponding period of last year. During the first six months failures numbered 1,031 with liabilities amounting to \$15,868,941. These figures compare with 1,450 defaults, involving \$23,421,615 during the same period last year. There were 161 fewer insolvencies in the second quarter than in the opening three months of the current year. The indebtedness was nearly \$3,000,000 smaller.

In comparison with the first half of last year, manufacturing lines made the best showing with a numerical decrease of 35%. There were 225 defaults for \$5,508,305, as against 345 defaults for \$8,571,114 during the same period last year. Trading suspensions numbered 753 and involved \$7,876,164, as compared with 1,040 in the previous year for \$11,002,990. Reverses among brokers and agents were 53 with liabilities of \$2,484,472, as against 65 for \$3,847,511 during the same period last year. Failures were less numerous than last year in all but two of ten provinces, Newfoundland and Prince Edward Island reporting small increases. The greatest improvement was noted in British Columbia, where there were 75 defaults for about \$1,100,000, against 169 in 1915 for \$6,700,000.

Since the outbreak of the war a great many of the weaker retail merchants have gone out of business. A few have failed on account of conditions for which they were not responsible over which they had no control. A great many more, however, failed chiefly because they never should have been in business in the first place.

## NEW PHASE IN METAL WORKING

**A**NEW phase of sheet metal work is now being treated in the articles on Practical Sheet Metal Work, now appearing in Hardware and Metal. The problem now running deals with warm air furnace construction and installation. The warm air furnace has often been made the target for a huge share of unjust criticism, caused in most cases by improper installations. In the article in this issue particular attention is given to the question of renewing the air, proper size of the cold air ducts, and how fresh air may be brought into the house. The writer of the article also gives a number of interesting experiences which he has had with troublesome furnaces—in some cases furnaces which would not circulate the warm air after it had been generated.

The next article No. 21 will treat the question of humidity and how a higher degree of humidity can be obtained. This should be particularly interesting to readers of the course, because of the fact that by far the large majority of the opponents of warm air furnaces direct attention to the degrees of heat created by this type of furnace.

## CO-OPERATION ON THE INCREASE

**G**REAT strides are being made in the co-operative movement in England. Last month at Lancaster in the Manchester district the Co-operative Congress met, at which 1,500 delegates were present. These delegates represented the movement throughout Great Britain.

In his address the president of the Congress reported that during the year the membership had increased by 122,584 and now stood at 3,310,724. Trade statistics of

the organization showed an increase of \$129,259,933 for 1915 and reached the great total for the year of \$806,058,800.

The productive side of the wholesale societies, federations and co-partnership societies amounted to \$99,538,354, or an increase of 30 per cent. over 1914.

Co-operative movements are gaining strength in Canada, particularly in the West. At recent conventions held in that section of the country it was pointed out that small retailers could only hope to meet the competition of the big mail order houses by getting together in co-operative movements. The great growth of these societies in the Old Land would seem to indicate that they have been successful,

## TRADING STAMP AND COUPON LAW

**D**ISCOUNT propositions suggested and thought out by merchants must be carefully arranged to comply, first of all, with the demands of the Trading Stamp Act. We have pointed this out from time to time to the trade, endeavoring to make plain to merchants just exactly what they may and may not do along the line of trading stamps, coupons, premiums, and so on. A case in point has been brought to our notice. An Ontario merchant wishes to issue a Premium Post Card. He plans to give a two per cent. discount or a cash bonus when the amount of custom totals a certain figure.

The points to remember in connection with a campaign of this nature are, first, that the exact value (of the discount) must be placed on each and every coupon. That is to say if the retailer sells one dollar's worth of goods the coupon must state on the face of it that it is worth two per cent. of its face value, or two cents.

Secondly, it must also state that it is redeemable for that two per cent. at any time, if necessary at the moment the article is bought.

With regard to the provision mentioned in this case for giving a cash bonus of 20c in cash where \$10 worth are purchased, it should be made perfectly clear to each customer that she can get the two per cent. on each and every purchase, and not have to wait till her purchases aggregate the \$10. The important point is that a coupon must be redeemable any time whatsoever. If the point is made indisputably clear and the value is stated on each coupon, it is legal.

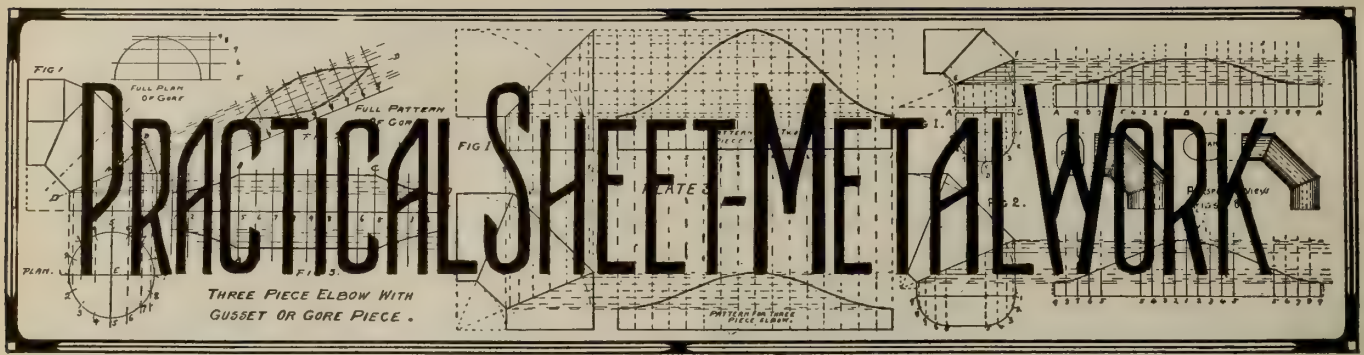
## A CHECK ON SHORT WEIGHTS

**S**EVERAL cities in Canada have city detectives detailed to check up retailers who offend in the matter of giving customers short weight on their purchases. In one city the matter was lately brought up and the Market Committee of the City Council decided not to have special men on this work, but to instruct all its regular detectives to be on the watch for instances of offence in this regard. The reason for this decision was that the city fathers thought retailers would get to know the special detectives, and would safeguard themselves accordingly. They would not, it was decided, be able to adopt methods of "preparedness" against all detectives.

There is probably sound reason in this. Any retailer who is foolish enough to indulge in short weight-giving would be wise enough, if he saw a detective whom he knew to be watching out for this, sedulously to give correct and even too-good weight.

Short weight artists defeat their own ends. They will never keep a stable trade and build up a solid business. Each time they give short weight they help to kill the goose which lays the golden eggs. Give just weight; neither too much nor too little. It will pay as a business resource.





BY THOMAS STANFIELD

THE article which appeared in the issue of July 15th, took up the question of the size of chimneys and the insulation of pipes and furnaces, the importance of which is without question. The next problems on warm air furnace construction, or shall we say warm air heating systems, are those of humidity, and fresh air supply, as well as a general understanding as to the true principles which should govern such a system.

Many manufacturers of warm air heating furnaces attach importance to the large fire pot, large combustion chambers, and extensive heating surface. Such may or may not be desirable according to the varying conditions of the different furnaces. The main object to be achieved is circulation of air.

A few years ago the writer was called in to examine several buildings in which warm air furnaces had been installed. The occupants could not get from the furnace the heat that it was

felt should be obtained. Upon looking into these installations, it was found that the chief trouble lay in the fact that only about 50 per cent. of the cold air required to create proper circulation had

of the hall and inserted a register with a fine screen under it, and the warm air from the basement improved matters wonderfully though such a method is not by any means to be advocated. The

Number of Rooms to be heated	Size of pipes taken from top of furnaces.	Size of warm air registers.	Cubic area of pipes.	Cubic area of registers.	Size and number of cold air ducts.
5	2.8 inch dia.	2.8 x 12	each 50	192 in.	2.18 x 24
	2.10 inch dia.	2.10 x 16	" 76	320 in.	Containing
	2.12 inch dia.	2.14 x 16	" 113	448 in.	402 cu. ins.
			502	960 in.	

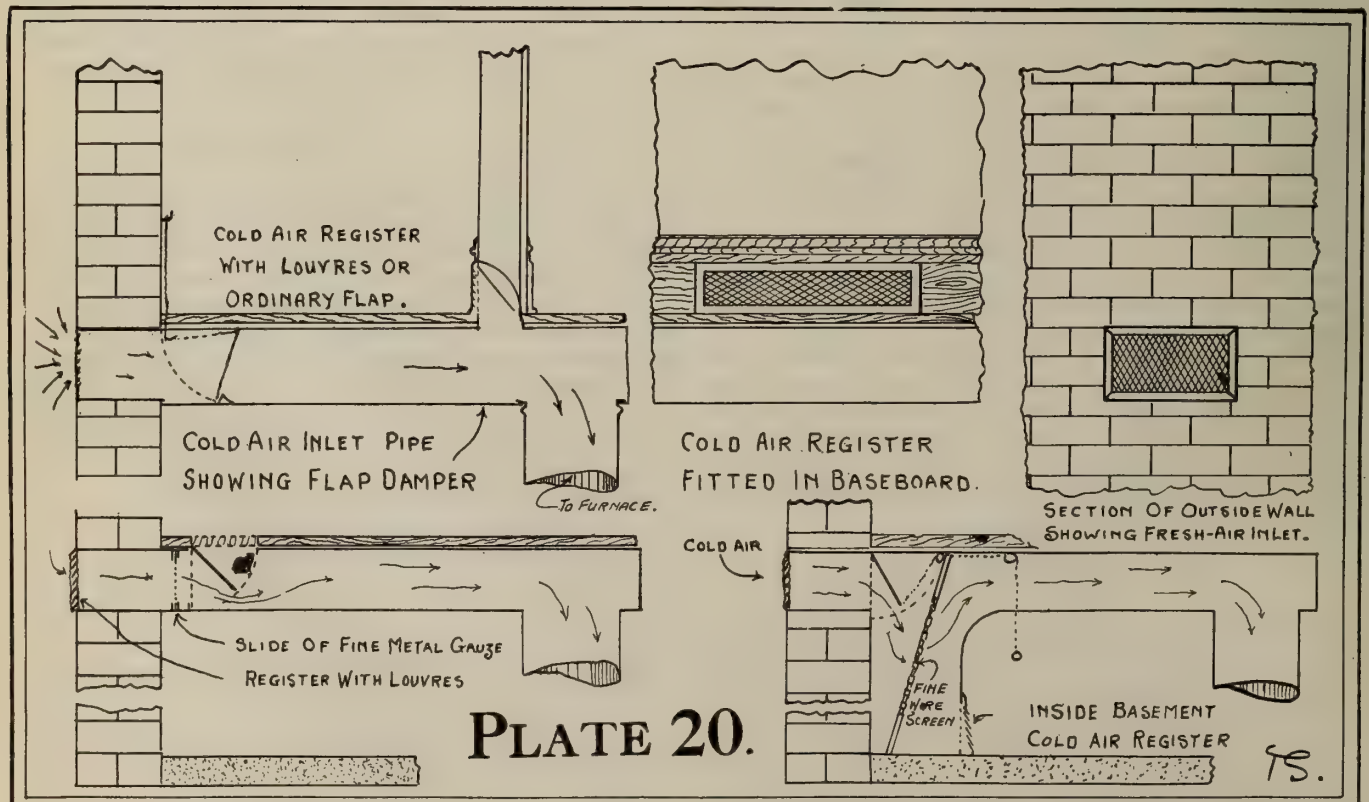
A safe rule is to allow one-third the number of cold air outlets or ducts of the number of warm air pipes, containing a cubic area of 25 per cent. less than the area of pipes taken from top of furnace.

been provided, and the heat was being confined too long in the interior of the furnace.

Then the furnace was also fitted up with a poor casing. In one case the occupant had cut a hole through the floor

main solution is to provide sufficient cold air and this can be done in two ways.

First by placing cold air registers either flat on the floor, or in the base-  
(Continued on page 44.)





# WHAT OTHER PAPERS SAY

## ADOPTING THE METRIC SYSTEM

From Canadian Grocer

At the convention of the National Association of Grocers held recently in Boston, the question came up of net weight and uniform standard container laws. In this connection reference was made to a bill now before Congress which has for its aim the establishment in the United States of the metric system of weights and measures, as the sole legal system after July 1, 1924. Against this at present there are in use the very awkward systems of liquid and dry quarts and troy and avoirdupois weights. Both are cumbersome; both are confusing. For instance, a troy ounce is larger than an ounce avoirdupois. Yet a pound avoirdupois is larger than a troy pound.

In Canada, as in the United States, we are already a step ahead of Great Britain, in that we use the metric system in money, to some extent. At one time we were even further ahead, for we used the franc system, typified by the inclusion in our coins of a twenty-cent piece, a direct multiple of ten. Twenty-five cents, of course, is not. The twenty-cent piece might well be re-introduced in the place of the "quarter" which might be dispensed with.

Even at present our system is ahead of that in vogue in Britain. Anyone who has used the British method of pounds, shillings and pence will admit, in comparing it with our "ten" system—dollars and cents—that the former is irrational, wildly unsystematic, and distracting. It is involved. Therefore it is inefficient from the point of view of saving time. The system we have in use in Canada is much more serviceable.

England and Canada alike, through the international purchasing of commodities for war purposes, have already had two years of necessary acquaintance with the metric system as applied to weights and measures. War supplies have been ordered, for instance, by France from Canada. Specifications have been stated in terms of **litres** and **grammes**, and some Canadians have thus become acquainted with the metric system. So too has England, hitherto its most obstinate, albeit unreasoning, critic. There are many evidences that the metric system which, England, perforce has had to look into, is liked a good deal.

Retailers would be particularly affected were the metric system in weights and measures ever to be introduced into Canada. It is safe to say that the possibility of such introduction is more conceivable than ever.

The war is doing speedily what years of academic discussion and slow-moving, unbusiness-like party governments might never do. It is up to Canadians, therefore, to look into the metric system now. It will repay study. They should go into the matter as fully as possible and compare it with our present undeniably cumbersome method. By so doing they will be able intelligently to talk about the matter if and when it is thrown open, as is not unlikely, for discussion.

## FUTURE OF LEGITIMATE INDUSTRY

(From Philadelphia Evening Ledger.)

Two industrial news items can be placed together with a strange effect. The Westinghouse Company announces that the munition plant, having just completed an enormous order for the Allies, is about to close, and the machinery is to be dismantled. The Worth Brothers, who sold their properties into the Midvale Company, are about to enter the steel

business again. In the first item there are several questions. Are the Allies so well supplied with munitions that they need no American aid, or are they so confident of victory that they have placed no new orders? Are munition plants destined to dismantling? Is it not possible to wait until the dispositions of the United States are made? It may be suggested that in the Philadelphia district the munition factories are to be converted, and many of them are still working very hard on more extended orders than that of the Westinghouse, which was for but one specification, and was placed more than a year ago. Philadelphia is vitally interested in the matter, but whatever the determining factor was in the Westinghouse case, this city can comfort itself that in the Worth Brothers' case there is only absolute confidence in the future of legitimate industry. The new plant may not be at Coatesville, but one can hardly fancy a Pennsylvania steel manufacturer forsaking this happy hunting ground. And, merely in passing, the reason for returning to active affairs is given: "We can't idle our time away." It is singular that those who can't idle should always have the time for idling. And for the Westinghouse, it may be said that those who will not give up usually do not have to.

## M. O. INTERESTS SEEKING FAVORS

From Hardware Bulletin (U.S.)

One of the most outrageous pieces of political partiality that ever came to our attention is just now being pulled off in Washington.

It is of so suspicious a nature that the proof of any Congressman or Senator lending it countenance should brand him as unfit to hold office.

Here are the details: A bill has been introduced in both houses to establish a National Chamber of Agriculture.

It provides among other things that there shall be local, county, state and national organizations with paid secretaries, and whenever any farmer wishes to sell or buy any commodity related to the farm, the local secretary working through his superior secretaries in order of rank would look after the sale or the purchase.

The term "sell" looks like a bait, also a blind.

This bill provides for an army of high salaried officials and promoters, some of which are to receive \$20.00 per day and expenses and besides this \$250,000.00 is to be appropriated from the U. S. Treasury for such other work as may be necessary to educate the public in the use of this plan. Also the Government is asked to grant to this new organization the franking privilege on its mail.

Ostensibly this bill is being pushed for the purpose of reducing the high cost of living by developing a system of direct dealing between producer and consumer, utilizing parcel post in making shipments.

Stripped of its extremely thin veneer it looks like a scheme by which the Government would build and finance an organization for boosting the business of Sears Roebuck, Montgomery Ward and other mail order houses.

The Southern Commercial Congress, headquarters Washington, D.C., is sponsor for these bills. According to the statement of its managing director, C. J. Owens, it got its inspiration from Hon. David Lubin, who signs himself, American Delegate to the International Institute of Agriculture at Rome.

Now who is David Lubin? We have made some inquiries concerning him and hear that at one time he was the owner of a department store on the Pacific Coast and was known as "the original mail order man." So much for that.

Now it is reported that the Southern Commercial Congress selected a special promotion committee, appointing as its chairman, Chas. J. Thorne, president of Montgomery Ward & Co., and that he, Lubin and Owens, are the ones most actively engaged in pushing the above named bills.

Now read this:—Mr. Lubin prepared a special pamphlet setting forth his scheme. Through the instrumentality of D. U. Fletcher, United States Senator from Florida, an edition was published at government expense. It is known as Senate Document No. 240, and is headed "Direct Dealing Between Producer and Consumer," an outline of a plan for direct dealing between producer and consumer, through parcel post service, employing mail order methods."

So much is said about Montgomery Ward & Co. and Sears Roebuck in this pamphlet that it looks like special government boost for them.

The report comes from Washington that one million extra copies of that document were printed in the government printing office and paid for by mail order people.

These were mailed out all over the country. The addresses on the envelopes tallied exactly in typographical style with those on Montgomery Ward catalogs so we are sure that the same mailing list was used in directing.

So far as we can find, these million pamphlets were sent out at government expense, bearing the frank of United States Senator Duncan U. Fletcher. The regular postage on those pamphlets would have been 8c each, the way they were mailed out. Therefore the Senator from Florida has contributed at government expense \$80,000.00 in first-class postage to boost a scheme in which Chicago mail order firms seem to be the main beneficiaries.

Considered on its merits the Lubin proposition appears visionary and impractical—and we believe if the bills are ever reported out of the committees Congress will so regard them, but as a smooth advertising trick we acknowledge this as the biggest thing the mail order houses have pulled off in years.

## MUNITION PROFITS

(From Wall Street Journal.)

Many companies that went out of their way to book war orders now actually face losses. The steel companies that declined to take shell orders are showing substantial gains in earnings.

The report of the United States Steel Corporation for the second quarter of this year, and that of the Republican Iron & Steel Co. for the first half of 1916, will demonstrate whether or not the policy of these companies to stick to regular lines of business has been profitable.

The cancellation of the Crucible Steel shell order, after a few hundred shells had been turned out, reflects the difficulty certain companies are experiencing in fulfilling their contracts. The big loss to certain corporations that took war contracts will be in writing off largely for new buildings constructed.



# EVENTS IN THE TRADE

## NEW GENERAL MANAGER FOR THE SHERWIN-WILLIAMS COMPANY OF CANADA

H. M. Ashby, who has recently accepted the position of general manager of the Sherwin-Williams Co. of Canada, has had an exceptionally wide experience in the manufacturing, selling, and executive end of the paint, dry color, and insecticides business.

He has had over twenty years' experience in these lines, being with the Alston Manufacturing Co. for some time, and then with the Sherwin-Williams Co. of America.

Mr. Ashby was born in London, England, and obtained his education in the English public schools and Chicago University, in which university he completed a chemical engineering course.

Mr. Ashby's exceptional experience, coupled with his natural ability, makes him well fitted to look after the extensive interests of the Sherwin-Williams Co. of Canada.

## OBITUARY

Wingham, Ont.—The death occurred here of Alex. Young, who for a number of years conducted a hardware business.

Montreal, Que.—The death occurred here of Robert Kerr, aged 80, head of the R. & W. Kerr, Ltd., sporting goods house.

Peterboro, Ont.—The death occurred at Fort Frances, Ont. of Geo. Stetham, who for a number of years was engaged in the hardware business here.

## BUSINESS CHANGES

Galt, Ont.—Martin & Simpson are closing out their hardware business.

## CELEBRATED 50th ANNIVERSARY

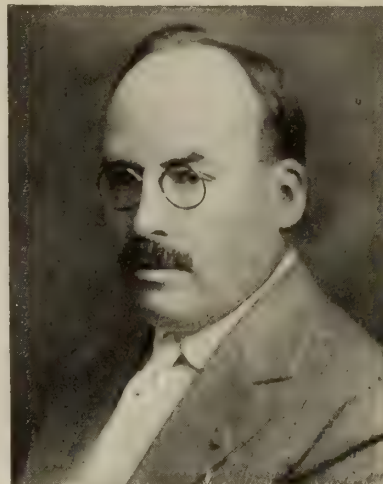
Thomas McAvity, the senior member of T. McAvity & Sons, Limited, wholesale and retail hardware, and Mrs. McAvity, celebrated the fiftieth anniversary of their wedding on July 12, at their country home in Rothesay. The wedding took place in Trinity church, St. John, half a century ago and the event was a double wedding. On the same occasion, Mr. McAvity's sister, Miss Isabel, daughter of the late Thomas McAvity, founder of the firm, was united in marriage to Edwin N. S. Stewart. Mr. and Mrs. Stewart still survive and

joined with Mr. and Mrs. McAvity in the celebration. Mr. and Mrs. McAvity have three children; Mrs. Fairweather, wife of captain Frank Fairweather, now overseas; Harry A. McAvity of Digby, and Mrs. Porter, wife of Horace Porter, barrister, of St. John.

## DOMINION INCORPORATIONS

The Hoover Co., capitalized at \$100,000, head office, Montreal, to manufacture and sell processes for purifying water.

Canadian Collapsible Tube Co., capitalized at \$100,000, head office, Toronto, to manufacture and deal in tubes of every kind.



**HOLDEN M. ASHBY**

*General manager Sherwin Williams Co. of Canada, Ltd.*

The Turner Wheel and Machine Co., capitalized at \$20,000, head office, Windsor, Ont., to manufacture auto parts, bicycles, etc.

Superior Tile Co., capitalized at \$40,000, head office, Montreal, to manufacture and deal in tile, brick, terra cotta, drain and sewer pipes, etc.

Metal Spray, capitalized at \$10,000, head office, Montreal, to purchase and deal in steel, iron metals, etc., and to manufacture and deal in machinery.

The Modern Tool Mfg. Co., capitalized at \$200,000, head office, Montreal, to manufacture and deal in hardware, machinery, gauges, tools, arms, explosives, etc.

The Metals Casting Co. of Canada, capitalized at \$200,000, head office, Montreal, to acquire inventions or de-

vices connected with the spray process of metallic disposition.

Manitoba Steel Foundries, etc., capitalized at \$300,000, head office, Winnipeg, to manufacture and deal in iron, steel, copper, and to carry on the business of steel and iron founders, etc.

Independent Paint and Varnish Co., capitalized at \$200,000, head office, Montreal, Que., to purchase, manufacture and deal in paints, colors, varnishes, glass, oils, turpentine, stains, glue, etc.

United States Trading Co., capitalized at \$10,000, head office, Montreal, to manufacture and deal in rope, cordage, twine, oakum, bags, burlap and manufactures of flax, jute, hemp, Manila, sisal, etc.

Remington U.M.C. of Canada, capitalized at \$25,000, head office, Windsor, Ont., to take over the business heretofore carried on by the Remington Arms-Union Metallic Cartridge Co., and to manufacture and deal in firearms, ordnance, projectiles, ammunition, etc.

Leaside Munitions Co., capitalized at \$250,000, head office, Toronto, to manufacture and deal in machines, tools, etc.

The Chapman Engine and Mfg. Co., capitalized at \$250,000, head office, Dundas, Ont., to take over the Chapman Engine and Mfg. Co., and to deal in engines, motors, etc.

## INCREASED CAPITAL STOCK

Wilt Twist Drill Co. of Canada has increased the capital stock from \$200,000 to \$500,000.

Consolidated Plate Glass Co. has increased the capital stock from \$250,000 to \$500,000.

## McGLASHAN, CLARKE CO. ENLARGING PLANT

A large addition is now being made to the plant of the McGlashan, Clarke Co., Niagara Falls, Ont. The addition to the plant will greatly increase the output of the company's products, including cutlery, electro-plate, and solid nickel flat ware. The new building is of reinforced concrete, two storeys and basement. It is equipped with steel sash, and is a thoroughly modern building throughout, assuring an abundance of light and ventilation. The estimated cost of the new addition is \$25,000. It is in keeping with the other part of the plant, which is also of concrete, and as near fireproof as possible.



## HARDWARE LETTER BOX

### Ornamental Fencing

W. F. Mickus, Preston, Ont.—Kindly give names of manufacturers of ornamental fencing and gates.

Banwell-Hoxie Wire Fence Co., Hamilton; Dennis Wire and Iron Goods Co., London, Ont.; Geo. B. Meadows, Toronto; Canadian Ornamental Iron Co., Toronto; Frost Wire Fence Co., Hamilton; Page Wire Fence Co., Walkerville, Ont.—Ed.

### Metal Rings

The Dominion Stove and Foundry Co., Penetanguishene, Ont.—Please give names of manufacturers of small metal rings, suitable for furnace draft chains.

B. J. Coghlin & Co., Montreal; Sargent & Co., New Britain, Conn.—Ed.

### Old English Enamelware

Kidd & Clements, Ltd., Wapella, Sask.—Kindly advise us who makes "Old English" enamelware.

The "Old English" lines are made by The Republican Stamping and Enameling Co., Canton, Ohio.—Ed.

### Post Hole Diggers

Summer Co., Moncton, N.B.—Please give names of manufactures of post hole diggers.

In answering this inquiry in last issue the name of the Richards-Wilcox Canadian Co., London, Ont., was inadvertently omitted.—Ed.

### Cheese Presses

Enderby Hardware Co., Enderby, B.C.—Please give names of manufacturer of cheese presses and boilers.

C. Richardson & Sons, St. Mary's, Ont., make the lines asked for.—Ed.

## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

**S12. Trade with South Africa.**—The assistant general manager of one of the most important business houses in South Africa is about to visit Canada with a view to securing Canadian lines of manufacture for sale in South Africa.

**S14. Agency.**—A commission agent in Homel, Russia, desires to place his services before Canadian firms interested in exporting and importing goods from and to Russia.

**S16. Barytes, zinc oxide, cobalt, etc.**—A London firm is in the market for supplies of Canadian barytes, zinc oxide, cobalt and other minerals.

**S17. Barytes.**—A Liverpool firm is in the market for barytes and asks for names of Canadian producers.

**S18. Permanganate of potash.**—Inquiry is made by a Birmingham firm for the names of Canadian manufacturers of permanganate of potash (B.P. standard).

**S20. Steel pipes, machinery and machine tools, etc.**—A London firm is desirous of obtaining the representation of Canadian manufacturers of steel pipes, machinery and machine tools, and similar lines.

**S21. Radiator.**—A French correspondent now residing in London wishes to make arrangements for the manufacture in the province of Quebec of a new system of radiator.

### PROHIBITS MICA EXPORTS

An Order-in-Council has been passed prohibiting the exportation of mica and micanite to all destinations abroad other than the United Kingdom, British possessions and protectorates.



MAJOR BARTLETT McLELLAN

*Director in the Montreal Rolling Mills and President of the Montreal Transportation Co. and the Williams Mngf. Co., who was seriously injured recently in the gymkhana in France when his horse fell with him while making a jump. Maj. McLellan is now in hospital in England.*

### AWARDS IN KYANIZE CONTEST

Bert & Cahoon, New Glasgow, N.S., was one of the firms running a special prize in the Kyanize window trimming contest conducted by the Boston Varnish Co., Boston, Mass. The first prize of \$25 was won by J. H. Owen, East Orange, New Jersey. The prize was awarded to J. H. Owen because of the novelty of their showing which was at the same time entirely without any grotesque or ungainly features. The central idea was a light house placed upon a sheet of glass which served to show up the idea of Kyanize for the use of boats for both the finish and for white enamel. The use for the Kyanize line in the home was made clear by the caption in the light house which read: "Use Kyanize for light house keeping" a very

clever play on words. Around the main figure were grouped cans of the Kyanize family but no good selling feature was obstructed by another. In all there were twenty-seven prizes given.

### CATALOGS WANTED

A five, ten and fifteen cent department has been opened in the store of the W. W. Cooper Co., Swift Current, Sask. Manufacturers of lines suitable for a department of this kind are requested to send catalogs.

### GASOLINE CORPORATION ORGANIZED

Under the name of the Gasoline Corporation of Canada a company is being organized in Canada for the manufacture of gasoline by the Greenfields process. The new organization, it is said, is a subsidiary of the Gasoline Corporation of the United States, and is stated to have behind it Sir Donald Mann, Senator Curry, W. A. P. Schorman, chief engineer of the British American Oil Company, Toronto, and H. T. Bush, President of the Standard Ideal Company, Port Hope. The company will have a capital of \$3,000,000.

### ONTARIO INCORPORATIONS

The Woodstock Re-Enforced Concrete Post Company, capitalized at \$40,000 head office, Woodstock, to manufacture re-inforcements for concrete posts, and to manufacture and deal in concrete articles.

### INDUSTRIAL NOTES

Sarnia, Ont.—Work is progressing on a large addition to the plant of the Perfection Stove Works, sixty feet being added to the entire length of the building on the east side, which will greatly increase the capacity of the plant.

### OBITUARY

Chatham, Ont., July 17. — George Stephens, ex-M.P., for many years in the hardware business here, and one of the city's prominent business men, died at his summer home at High Banks, following an illness of only a few days. After being confined to bed for two days, his condition was much improved, but he had a relapse and soon afterwards passed away. He was elected member of Parliament for West Kent in 1900. His wife predeceased him about two years ago.

### TO MAKE BRASS GOODS

The Dominion Government is proceeding with its plans for assisting in the vocational training of returned soldiers. Amongst other trades, the making of hammered brass and copper utensils is receiving considerable attention in this way.

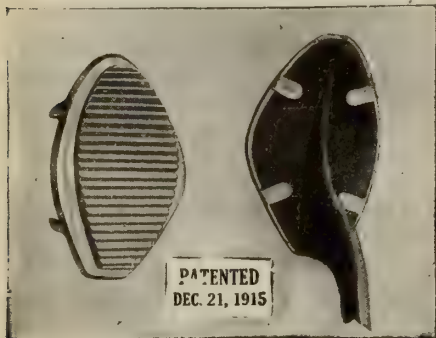


# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### PERFECTION PEDAL PADS

Auto Pedal Pad Co., Inc., 794 Seventh Avenue, New York, announce a number of auto pedal pads for various makes of cars. The makers of Perfection pads



*Perfection Pedals for Ford cars.*

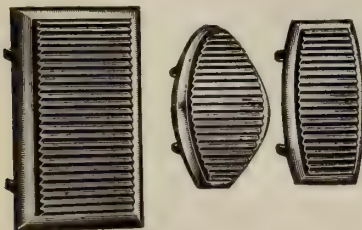
points out that the pedals of a car must always be ready for instant action, regardless of weather conditions. They must respond immediately to every action of the foot. The slipping of the foot from the pedal of the car means the loss of control and an accident in consequence.

Metal pedals with their smooth, slippery surface are always dangerous, it is claimed, and especially so in wet and cold weather.

The "Perfection" pads are claimed to be a positive safeguard against the foot slipping. By this means it prevents the loss of control of the car under all conditions.

The constant pressure of the foot on the pedal tires the foot and causes a tension of the leg muscles. These pads, the makers claim, relieve this tension and tired feeling, and are a great relief on steady driving or long trips.

"Perfection" pedal pads are moulded



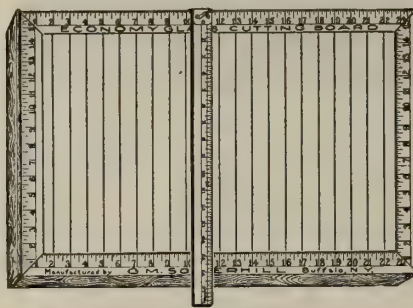
*Perfection Pads for Pierce-Arrow, Ford, Cadillac.*

from high grade solid pliable rubber. The upper surface with deep corrugated ribs, insures a firm suction grip for the foot. The pad is firmly secured

in a cold rolled steel frame, which is attached to the pedal by metal prongs. The frame is handsomely nickeled, and adds greatly to the looks of a car. An inexperienced person, it is claimed, can easily clamp pad on pedal in less than one minute. No drilling of holes in pedal or bolts are necessary. The company manufactures pedal pads for every make of car.

### ECONOMY GLASS CUTTING BOARD

G. M. Soverhill, 150 Military Road, Buffalo, N.Y., offers to the trade the Economy glass cutting board. The maker states that the board is moderately priced. The board is made of two thicknesses of beaver board, reinforced on the back with  $\frac{1}{2}$  x 2 in. wood strips and a  $\frac{3}{8}$  in. hardwood binding on all four sides to prevent it from warping. The top surface has a hard wood rule inserted all around the four sides, marked off in  $\frac{1}{8}$  in. and numbered, making it convenient to cut any size. The whole top is finished with one coat of good filler and two coats of high grade floor



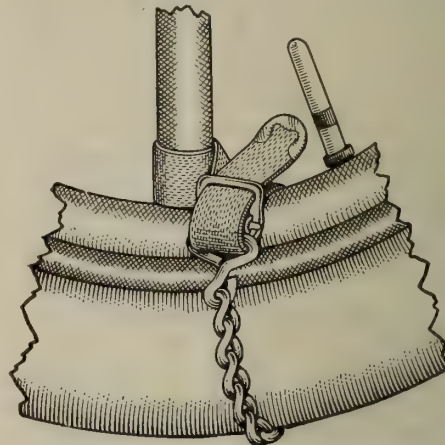
*Economy Glass Cutting Board.*

varnish; making it almost as hard as glass and a smooth cutting surface. There is also a rule furnished that has a simple and efficient device for holding one end of it so that one person can hold the rule while cutting. The board is very light, making it easy to lift it off and on the counter. The size of board is 32 x 48 inches.

### SINGLE MUD CHAIN

The Herman single mud chain here illustrated is offered to the trade by Herman Manufacturing Co., Washington, D.C. The chains are for use on slippery roads of mud, sand or snow. The makers state that the chains pull best in mud, because they take a solid hold; the wheel cannot spin around and

tear the tire. The chain, it is claimed, can be easily attached when the car is stalled, without jacking up the wheel. If the web strap is wrapped once around the spoke, the makers state, they guaran-



*Herman Single Mud Chain.*

tee the single chains to answer all purposes. The chain is made of short twisted links, electric welded, high carbon steel. The makers suggest that three chains be used on each rear wheel, and that three is all that is required for the worst mud road. The chains are priced per set of six.

### BANK CLEARINGS

It may be worth noting that the bank clearings of Canada from January 1st to July 13th inclusive aggregated \$3,395,244,432, or \$1,710,901,195 greater than for the same period in 1915. In the West the increase is 57.6 per cent. and in Eastern Canada 49.3 for the month of June. These increases will continue until September, when the comparison will be made with figures which indicated the commencement of the moving of the big crop of a year ago. In addition to the crop movement this year, there will be a larger volume of general business to be taken care of. Last year's harvest came when trade was at a low ebb; when the war news was not the most reassuring, and even in the face of much grain and good prices business did not respond proportionately. It was better, but this year's will represent a very large increase over the volume of a year ago. It is quite a common thing to hear a merchant say we are doing more business by 50 per cent. than we did last year.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

A number of important price changes have taken place in hardware lines during the past week. Lanterns have advanced 75 cents per dozen. Owing to the recent advance in wire rods, quotations on some lines of wire fencing have been withdrawn. Advances have taken place in the prices on smooth steel wire, O & A wire, cut hay baling wire, wire bale ties, stove pipe wire, hay wire in coils. Price advances have also gone into effect on hand saws, emery cloth, chisels, English galvanized sheets, toe calks, small arm ammunition, empty shot shells. Price declines have taken place on Canadian and American-made galvanized sheets. Prices on most lines of firearms have been temporarily withdrawn. It is expected that the new prices when issued will be considerably higher than those formerly in effect. The ingot metals are still generally weak, with a further decline to note on tin. Spelter is firmer in the primary markets. Business in paint lines continues in fair volume. It has been generally agreed to extend present prices on lead and putty until Aug. 31, in the case of the former and Oct. 1 in the case of the latter. Orders for paint to the extent of twenty or thirty thousand gallons has been placed with Canadian paint firms by an Eastern car manufacturer. The paint will be used on cars which are being manufactured for a French railway. Another order for ten or fifteen thousand gallons will be placed within the next six or eight weeks. Business generally continues good. There is a good demand for summer hardware lines. Retailers are buying carefully.

### MONTREAL

**M**ONTREAL, July 20.—Usual mid-seasonal slackness becomes increasingly evident, in spite of which general condition of hardware trade may be said to be satisfactory. City business in both heavy and general hardware on whole has shown a greater falling off than usual. This has been offset by an unusually heavy country trade, and a further development of factory trade in general. The latter is taking in the proportions of a definite permanent movement that is expected in some quarters to have a far-reaching effect on all branches of trade.

Reports from both Canadian and American sources indicate the expiration of Imperial contracts in the latter country and the placing of new ones here in accordance with the new policy of inter-Imperial development, which is resulting in orders from allied countries for classes of goods hitherto untouched in Canada.

The metal market continues weak, with further declines reported in some basic metals. Iron and steel lines continue to maintain a steady tone of un-

certainly, with demand good and prices ruling high.

No declines have occurred in manufactured articles during the week, but the usual number of advances are reported both in lines of general interest and a number of odd lines. Makers are said to be still working on stocks of metal bought at higher prices than prevailing, and the feeling is that with production on the cheaper raw material basis now prevailing in many lines reductions in manufactured goods are not impossible. Prospects are for a normal fall trade, and the undertone of market in general is excellent. The chief feature operating against same is increasing shortage, particularly in some lines of heavy hardware, such as large-sized pipe, tinned plates and iron, boiler tubes, etc.

**Arms and Ammunition Higher.**—An advance in arms and ammunition lines has been a feature of the week, although prices on all lines are not all out yet. Other advances occurred in galvanized sheets, wire bale ties, smooth steel wire, saws, emery cloth, and lanterns.

**Tin Weak.**—The market is very weak and prices unchanged since the decline

of last week. There is an uneasy feeling ruling based on reports of European interests working for lower prices, and a sentimental reflection of the weakness in copper. Montreal quotation, 47c-47½c—weak.

**Copper Weak.**—The market is dull and easier, with no change in price to note locally, although outside points report declines, except in case of stocks held by large producers, which are firmer as a result of being sold up to October. The market is erratic and has moved in both directions in past week. Montreal quotations are 28c to 28¼c lb.

**Spelter Firmer.**—Spelter has made an unexpected recovery, advancing in New York from \$8.80 to \$9.42 per 100 lb. and a proportionate one in London, with prices firm and ruling higher, although locally the feeling continues to be easy on the surface, with prices showing a decline of ½c. Montreal quotation, 19c to 19½c lb.—weak.

**Lead Weaker.**—Lead has made another decline of ¼c in spite of the firm feeling that it had maintained previously and the market is in a weak condition, more particularly since the development of a more favorable Mexican situation. Montreal quotation, 9c to 9¼c lb.—weak.

**Antimony Declines.**—Antimony has declined 5c, and continues to be fundamentally weak, with outside reports of stagnant trade and nominal prices. Montreal quotations are 20c to 25c, according to brands—easy.

**Aluminum Steadier.**—The market is fairly steady as compared to previous week, but without active indication of any change upward. Montreal quotation, 65c—steady.

**Solder Easy.**—Solder prices are unchanged and easy, and the market is without feature of interest to report. Tinsmiths' solder is 30c to 31c, and wiping 28c to 29c lb.

**Sheet Zinc Weaker.**—Sheet zinc has declined 2½c, and continues weak. Montreal quotation, 25c lb.—weak.

**Iron and Steel.**—There are no developments of any importance in the iron and steel situation, and manufacturers and jobbers are in an attitude of watchful waiting that is based on the readjustment now under way. Feeling for the future is based almost entirely upon the duration of the present situation. This condition has now existed in a general way for two months past. Production continues at the highest possible point, and in many cases exceeds the most



sanguine of previous expectations in its excess over normal.

Local trade continues good, and present indications point to a further revival as result of diversion of Imperial orders to Canadian in preference to American mills and factories. The New York market is inclined to dullness in some lines, particularly in wire and a tendency to lower prices is noted in some recent billet orders for export, although a shortage of ore is mentioned as being likely to occur as result of the ore handlers' strike on Lake Superior.

**Galvanized Sheets.**—An advance of 25c all round has occurred in galvanized sheets, and Queen's Head, No. 16 to 20, is now \$7.15 a 100 lb.; Fleur-de-Lis \$6.80, and Gorbals' best \$7.15, with other gauges in proportion as per current quotations. A further revision of prices probable. Some surprise is expressed at this advance.

**Sulphite Sheeting.**—Prices are unchanged since the advance of last week, but it is now stated in addition that a new price of \$4.50 per 100 lb. is f.o.b. factory only, and that Montreal price is \$4.75 per 100 lbs.

**Iron Pipe.**—The general situation remains unchanged, with certain sizes practically out of market, and their absence becoming more keenly felt. Two-inch sizes are plentiful, but 3 in. and larger are acutely affected, with very little of anything over 3 in. available, except in odd lines. Properly assorted stocks are reported to be non-existent. Prices are as per current quotations.

**Tinned Plate and Tinned Iron.**—Prices are unchanged, but shortages continue to be more in evidence, both in domestic and imported goods, with no relief in sight in either case. Prices are as per current quotations.

**Sheet Lead.**—Prices are unchanged since the declines of previous week, but this line is weak in sympathy with general lead and metal situation.

**Boiler Tubes.**—Available stocks continue to be depleted by big demand, without any corresponding increase of supplies coming forward, and stocks on hand are in a badly assorted condition in consequence.

**In Hardware Lines.**—Local trade now shows the usual mid-season slackness, which is, however, relieved by a fair sorting business, particularly from the country. Jobbers are unanimous in reporting a country trade that has never been exceeded for this time of year and an unprecedentedly dull city trade. Advances have been more general this week, the chief lines affected being ammunition and several varieties of wire, as well as saws, lanterns and a number of odd and unlisted lines.

Hay tools show most activity in sorting orders. The chief demand in general lines comes from factory trade, which is ordering freely, and with prospects good.

**Wire Bale Ties.**—Hay baling wire has advanced 15c, and is now \$4.05 for No.

13, \$4.10 for No. 14, and \$4.20 for No. 15. A heavy hay crop, which has caused a big demand, is reported to have been a feature of the advance in conjunction with the general situation in all wire lines.

**Smooth Steel Wire.**—Fence wire has advanced another 20c following one of 15c on June 30, and is now \$4.25 a 100 lbs. base, with a firm feeling ruling in consequence of the shortage of supplies in wire lines. O. and A., Nos. 10, 11 and 12 are now quoted at \$4.41, \$4.47, and \$4.55 respectively.

**Saws Advance 5 Per Cent.**—Shirley & Dietrich saws have advanced about 5 per cent. in all lines. Discount on back, compass and pruning, kitchen No. 6 and key-hole saws and butcher saw blades is now 30 per cent. instead of 35 per cent. Rip, hand and panel saws are 25 per cent., instead of 30 per cent. as heretofore. The advance is part of the general situation of increased labor and steel costs.

#### NEW PRICES ON LANTERNS

An advance of 75c per dozen has gone into effect on lantern, but large numbers of orders have been booked at the old prices. The new prices for present and future are as follows:—

Cold Blast .....	\$ 8.00 doz.
Short Globe .....	8.00 doz.
Jumbo .....	9.25 doz.
Japanned Dash .....	10.75 doz.
Search Dash .....	11.25 doz.
Searchlight No. 20 ..	19.00 doz.
Banner Buggy .....	11.50 doz.
Jap'd Copper Well..	12.00 doz.
Jap'd Brass Well ...	10.25 doz.
Brass Banner Junior.	11.75 doz.

**Emery Cloth Advances.**—Oakley emery cloth has advanced 5 per cent., and is now \$21 a ream. New price is said to be due to increased cost of manufacture rather than an excessive demand.

**Seasonable Lines.**—The cream of the hot weather demand has passed, but jobbers all still report fair business in sorting orders. In the case of a few lines an active business is still passing. The demand for lawn hose has been greatly stimulated by continued warm weather. Fly swatters are also moving very freely in repeat orders. Harvest tools of all kinds are also very active in the same way.

**Arms and Ammunition.**—Sweeping advances approximating 15 per cent. have occurred in all lines of rifles and ammunition, although in case of American goods prices have been temporarily withdrawn to allow of the necessary revision of prices, and will be out in a few days. Booking is up to normal so far, but effect of advance on repeat orders is problematical. Prices on Dominion brand are as per current quotations.

**Lanterns Advance.**—Several lines of lanterns have advanced 75c a doz., among them being Trulite, Beacon, No. 2 or 4 cold blast, plain, short globe pattern, and cold blast, japanned, all of which are now \$8 per doz. Banner Buggy has advanced 10c, and is now \$10.50 per doz. Some lines have not advanced at all. Trade in this line is inactive as yet, except for interest in fall business, and a large number of orders have been booked at the old prices.

#### TORONTO

**T**ORONTO, Ont., July 20.—With the exception of wire and wire products there are few price changes to note this week. The advance in wire products is the result of higher prices in the States and a scarcity of raw materials in the domestic market. It is generally believed in the trade that the apex of prices of raw materials has been reached and in this regard the situation is improving. The labor problem however is assuming a serious aspect and it may be that owing to this factor alone, prices of hardware may advance still further. Not only has the cost of production increased owing to higher wages and less efficient help, but output is being restricted, resulting in a shortage of many lines which naturally tends to higher prices. Where it has been possible to obtain goods for delivery next spring it is evident that there will be no reduction in prices, so merchants may feel assured that stocks of many lines bought at present prices will show a profit for some time to come. Hardware and Metal however would advise retailers to be cautious and not buy heavily but rather adopt a hand-to-mouth policy.

The warm weather has stimulated business in seasonable lines. Sales continue exceptionally good in hay tools and kindred lines while garden tools, refrigerators, ice cream freezers, screen doors and windows, and garden hose, etc., are moving out in good volume. A shortage in some of the above lines has developed making it difficult to keep up stocks. There is a shortage of scythes and snaths, makers being unable to meet the heavy demand.

It is gratifying to note that in all departments in the hardware trade business is keeping up very well and prospects are favorable for a continuance of present conditions. The situation in the cordage market is unchanged. The outlook in the sisal market is very uncertain although the political situation in Mexico has improved to some extent. Prices of rope are unchanged but an advance in cotton twine is looked for.

**Iron and Steel Market.**—The steel market is seasonably quiet but prices are firm, being sustained by the export business which continues heavy. Domestic business is lighter and there is less tendency to hold out for higher prices which is a further indication that the upward movement has stopped. The demand for shell forgings is as urgent as ever,



so much so, that enquiries have been sent to the States for this material for delivery during the second quarter of 1917. The Canadian mills are so busy on shell material that the rolling of rails has to be neglected and orders for the latter are being placed in the States by Canadian railways. There are no price changes of importance to note and the situation with regard to wrought iron pipe, boiler tubes, boiler plates etc. is also unchanged.

In the United States market, export business continues to be the main stay, but there are signs of a material increase in domestic buying. The buying of the Allied countries is heavy and promises to be so for months. Large orders for rails, barb wire and shell steel have been placed, the demand for rails from Russia being particularly heavy. Quotations continue firm on most steel products.

**Pig Iron Situation.**—Although the consumption of steel making grades of pig iron continues on a large scale, the market is not greatly affected as the majority of the steel companies produce their own pig iron. On this account the market is dull as consumers of foundry grades are only buying to meet immediate requirement. Victoria No. 1, is quoted at \$25 and Hamilton No. 1, at \$24 per ton.

**Old Materials.**—Prices of old materials have still a downward tendency due principally to the weakness in the metal markets and also to light demand. Scrap copper, brass and composition materials are weaker and have declined  $\frac{1}{2}$ c per pound, while zinc is also lower at 8c per lb., having declined 1c, heavy melting steel although in good demand is a shade weaker due to an increase in supplies; it has declined 50c per ton. Prevailing prices are given in the current market quotations.

**Metal Market.**—Although the metal markets continue to have a weak tendency, declines are not so general as have been registered during the past two or three weeks. The markets however are dull and are characterized by lack of demand owing to the usual summer's quietness. There are no new developments in the copper situation and quotations continue nominal being based almost entirely on offerings by second hands. The tin market is stagnant and little interest is being shown in this metal. Spelter has reached a point where consumers are beginning to show a little more interest but the market is still weak and lower. The lead market is dull and unchanged while there is nothing of particular interest to note is either antimony or aluminum. Solders are also unchanged.

**Copper Steady.**—The market is dull with sellers devoting their time to filling orders already booked. The outlook for copper is good but unless buying demand develops in the near future it is probable that price concessions will be generally offered. No material decline however may be expected as all large producers are sold up to practically the end of the year and the demand for

copper will be extremely heavy for a long time to come. Quotations are unchanged and nominal at 28 $\frac{1}{2}$ c per pound.

**Tin Lower.**—The market is dull due to lack of demand, sellers reporting an unusual absence of inquiries. The tin market has declined in London on spot metal while heavy June deliveries have weakened the market in New York. Tin has declined locally and is quoted at 42c to 43c per pound.

**Spelter Decline.**—The weakness in the market continues. Consumers are still showing little or no interest and producers are not anxious to sell. The level of prices however is beginning to interest galvanizers but little business so far has resulted. Quotations locally range from 12 $\frac{1}{2}$  to 14c lb.

#### NEW RETAIL TRADE PRICES ON DOMINION AMMUNITION

Discounts from lists

B. B. Caps, \$3 per M. net.	
C. B. Caps, \$3.60 per M. net.	
22 short, black.....	20%
22 long, black.....	20%
22 long, smokeless...	20%
22 Short lesmok.....	20%
22 long, lesmok.....	20%
22 short, smokeless..	30%
22 long, rifle, Black..	7 $\frac{1}{2}$ %
22 long, rifle, sm'less	7 $\frac{1}{2}$ %
Other Rim Fire.....	10%
Centre Fire Pistol..add, 35% List	
Centre fire Sporting..add, 60% List	
Shot Cartridges.....same as ball	
Brass Shot Shell.....	20%
Primers, \$2.70 per M. net.	
Empty Shot Shells....	5%
Blanks... ..add, 25%	
Bullets.....	40%
Terms: Net 90 days, or 2% discount for cash in 30 days.	
Exclusive of Cartage	

**Lead.**—The market is very dull but the Trust price has been maintained at 6.50c at New York and the outside market a shade lower for both spot and futures. The demand continues light with consumers delaying buying. Lead is unchanged at 9c per pound.

**Antimony.**—The market is very dull and prices unchanged and nominal at 20c per pound.

**Aluminum.**—The market is quiet and prices have a weaker tendency although they are unchanged in the meantime at 67c per pound.

**Solders.**—Quotations are unchanged but may decline further unless the tin market reacts. Prevailing prices are given in the current market quotations.

**Black and Galvanized Sheets.**—The situation in the galvanized sheet market is steadily improving following the consistent decline in spelter. Prices of galvanized sheets have declined slightly but not in proportion to the drop in spelter, as manufacturers are still receiving higher priced spelter on older contracts and will not begin to get deliveries at present prices for some weeks

yet. Furthermore, other raw materials such as black sheets and acids are still very high and show no indication of a decline in the meantime. The market for black sheets is seasonably quiet but renewed buying is expected next month. Blue annealed grades continue in good demand with quotations firm. The sheet bar situation is unchanged, a shortage still exists and prices continue firm. Prices of "Premier" and "Apollo" sheets have declined 25 cents per 100 lbs., but English sheets, being practically off the market, are unchanged and nominal. Prevailing prices on black and galvanized sheets are given in the current market quotations.

**Boiler Tubes.**—Boiler tubes are firm at the advance announced last week but the general belief in the trade is that prices are now about as high as they will go. No pronounced recession in the market however is anticipated as the mills are sold up on both locomotive and merchant tubes for the next eight or nine months. Prevailing prices on lap-welded tubes are given in the current market quotations.

**Advance in Wire Products.**—An advance in the States of \$4 per ton on plain annealed wire has resulted in an advance in the Canadian market. No change was made in prices of galvanized wire products but the heavy declines in spelter may possibly lead to lower prices in the near future. The heavy export business is supporting the wire market as the domestic demand is quiet. Smooth steel wire has advanced 20c and as now quoted at \$4.25 per 100 lbs. base for No. 0-9 gauges. This advance has affected a number of wire products, details of which are given below.

**Cut Hay Baling Wire Advance.**—Following the advance in wire, cut hay baling wire has also advanced 20c per 100 lbs., the new prices being as follows: No. 9, \$4.10; No. 10, \$4.15; No. 11, \$4.25; No. 12 and 13, \$4.35; No. 13 $\frac{1}{2}$ , \$4.45; No. 14, \$4.60 and No. 15, \$4.85 per 100 lbs. Plus 7 $\frac{1}{2}$  per cent.

**Stove Pipe Wire Also.**—Prices of stove pipe wire have also advanced 20c per 100 lbs. and are as follows: No. 18, \$5.50 and No. 19, \$5.75 per 100 lbs.

**Wire Bale Ties Affected.**—Single loop wire bale ties have been affected by the advance in smooth steel wire and prices are now 20c per 100 lbs. higher than formerly. The new prices are as follows: No. 12, \$4.55; No. 13, \$4.65; No. 13 $\frac{1}{2}$ , \$4.70; No. 14, \$4.80; No. 15, \$5.05 and No. 16, \$5.25 per 100 lbs.

**Hay Wire Advance.**—An advance of 15c per 100 lbs. has been made in hay wire in coils, No. 13 is now \$4.05; No. 14, \$4.10 and No. 15, \$4.20 per 100 lbs.

**O. and A. Wire Also Advances.**—Prices of oiled and annealed wire have also advanced 20c per 100 lbs., and the new quotations are as follows:—No. 10, \$4.41; No. 11, \$4.47, and No. 12, \$4.55 per 100 lbs.

**Wire Nails Steady.**—The market is steady, but firmer, with quotations unchanged. Wire rods are firmer in the States, prices ranging from \$55 to \$60 per ton Pittsburgh. The new demand



for rod material in the States has been heavier in the past two or three weeks, and available supplies are very limited, thus tending to stiffen prices. The usual summer dullness is being felt in the trade, but the market is being sustained by the heavy export business. Wire nails are being quoted at \$3.70 per keg base, and cut nails at \$3.40 per keg base.

**Wrought Iron Pipe.**—The situation as regards wrought iron pipe is unchanged, and prices on standard pipe as given in the current market quotations are being maintained. The decline in spelter may lead to lower prices on galvanized pipe, although no intimation of a change has been received as yet. Skelp is still scarce, the mills being well sold up over the remainder of the year.

**Twist Drills Lower.**—Revised discounts on twist drills have been issued, indicating an improvement in the tool steel situation. The new discounts on carbon drills are about 20 per cent. higher in some cases and less in others. The following discounts are now in effect:—Bit stock drills, 55 per cent.; wood drills, 35 per cent., and straight shank drills for sizes up to 1½ in., 55 per cent.

**tin Plate.**—The market continues very firm, and there is still a scarcity of tin plate. Deliveries are very backward, as nearly all the mills have their output sold up for this year. It is reported that manufacturers of tin plate will attempt, as in former years, to eliminate long term contracts. Prevailing prices are given in the current market quotations.

**Poultry Fencing.**—Quotations on "Invincible" poultry fencing have been withdrawn pending a revision in the price lists. It is expected that new and higher prices will be issued very shortly.

**Lead Pipe.**—The situation in lead pipe has undergone no further change since the recent decline in prices. The demand continues light. Lead pipe is being quoted at \$13, and waste pipe \$14 per 100 lbs. The discount on traps and bends is 10 per cent.

**Toe Calks Higher.**—An advance has taken place in the price of toe calks amounting to 10 cents per box. The new prices are as follows:—Blunt, No. 0 and 1, \$1.60 per box; No. 2 and larger, \$1.50 per box; sharp, No. 0 and 1, \$1.80 box; No. 2 and larger, \$1.70 box.

**Cordage Market.**—The hemp market is quiet. Manufacturers are well supplied for requirements, and are hoping for a reaction. Shipments from Manila are active now that more steamers are available. The sisal market is still unsettled, although the situation in Mexico is more settled. Sisal has advanced again in the primary market, and local quotations are consequently very firm. An advance in cotton twine is expected in the near future. Prevailing prices of rope and twine are given in the current market quotations.

**Kitchen Utensils.**—A good volume of business is reported in all kinds of ware. No intimation has been made with regard to lower prices, although ingot metals have declined considerably of

late. The continued strength of iron and steel products offsets to some extent the weakness in other metals. Prices on many lines of utensils are given in the current market quotations.

**Seasonable Goods.**—The demand for seasonable lines, such as garden tools, lawn hose, ice cream freezers, refrigerators and screen wire cloth is exceptionally good, the warm weather having brought out a good volume of business on repeat orders. There is a scarcity of some lines, manufacturers being unable to meet the demand owing to shortage of labor and raw materials.

## LONDON

**L**ONDON, Ont., July 20.—Despite the fact that the holiday season is in full swing the run of good business which has kept up here all summer continues unbroken. As intimated in previous reports there is a great scarcity of many lines of goods, and substituting is quite common. Prices on most lines continue firm, although there is a tendency on the part of some firms to shade prices where stocks are heavy. A large number of travelers and hardware clerks are now on their vacations. The clerks of the retail hardware stores in this city are making preparations for a big hardware picnic to be held at Port Stanley on Wednesday, July 26. A good program of sports is being arranged and a special train will convey the picknickers to the lakeside.

**Cartridges Higher.**—Dominion cartridges have advanced about 25 per cent. The ordinary 22 short rim fire cartridges black, will net \$4 per thousand at the new price, or 20c per box of 50 cartridges. The 22 long now cost \$4.80 per thousand, or 24c per box of 50 cartridges. Shells have also advanced. The new discounts are shown in a panel elsewhere.

**Lanterns Advanced.**—An advance of seventy-five cents per dozen has gone into effect on lanterns of all kinds. The new prices are for present and fall shipments. The advance has not been unexpected and retailers have booked large orders with jobbers for future delivery at the old price. The new prices are as follows:—Cold Blast, \$8 doz.; short Globe, \$8 doz.; Jumbo, \$9.25 doz.; Jap'd dash, No. 2, \$10.75 doz.; Search dash, No. 25, \$11.25; Searchlight, No. 20, \$19 doz.; Banner buggy, \$11.50 doz.; Japanned copperwell, \$12 doz.; Japanned brass well, \$10.25 doz.; brass banner junior, \$11.75 doz.

**Chisels Advanced.**—Socket firmer chisels have advanced and the discount now in effect is 65 per cent., instead of 75 per cent., as formerly.

**Wire Advanced.**—Following the advances noted in Hardware and Metal's reports from other centres last week. O. & A. Wire has advanced 20c per 100 lbs. With a base price of \$4.25 per 100 lbs., the net prices are now as follows:—No. 10, \$4.41 per 100 lbs.; No. 11, \$4.46 per 100 lbs.; No. 12, \$4.55 per 100 lbs. Hay-baling wire is quoted No. 14, \$4.65 per

100 lbs. Stove pipe wire in small lots is quoted at 6½c lb., with a price of \$5.75 per 100 lbs. for No. 19, and \$5.50 for No. 18 in larger quantities.

**Rope in Demand.**—There is a good demand for rope and retailers are finding a ready sale for the best grade despite the high retail price of 25c per pound.

Quotations to the trade are generally holding firm, but there is a tendency to shade prices in some quarters. Prices quoted generally are as follows:

Pure Manila .....	22½c lb. base
British ... ..	18c lb. base
African hemp .....	18c lb. base
Sisal ... ..	14½c lb. base
Cotton rope 3-16 .....	28c lb. base
Cotton rope ¼ in. and larger ....	27c lb.

**Nails Firm.**—The nail market remains steady with a fair demand. Wire nails are quoted at \$3.70 base; cut nails at \$3.40 base.

**Rubber Hose Selling.**—Sales of rubber hose, dull at the beginning of the season, have improved considerably of late, and the present demand is good. Hose couplings, washers, lawn sprinklers, etc., are in good demand. Corrugated hose is quoted as follows:—½ in., 11c. ft.; ¾ in., 14½c ft.; 1 inch, 19c ft. A reduction of 5 per cent. is allowed on reels of 500 feet.

**Screen Doors and Windows.**—There has been an exceptionally good demand for screen doors and windows of late, and first stocks have been well cleared out. Sorting orders are being received in good numbers. Prices remain unchanged.

**Seasonable Goods.**—Harvest tools are in good demand at 40 per cent. off list. The demand for poultry netting has dropped off considerably and the demand at present is not heavy. Quotations remain unchanged at 25 per cent. off list for 1 in. and 2 in. mesh. Screen wire cloth is in good demand at \$2.25 per 100 sq. ft. in 100 ft. rolls; \$2.30 per 100 sq. ft. in 50 ft. rolls. Bronze cloth is quoted at 12c per sq. ft. in full rolls, and 13c per sq. ft. in less than rolls.

**Paints, Oils, etc.**—Turpentine has not changed since the big advance of last week due to the operations of a southern organization. Single barrel lots are quoted at 70c per Imperial gallon; 2 to 4 barrels at 69c per Imp. gallon; 5 gal. lots 77c per Imp. gal.

**White Lead Unchanged.**—No change has taken place in prices on white lead in oil, although there has been some price shading of late. The demand is only fair. The price generally quoted for pure white lead in oil is \$13.95 per 100 lbs. in ton lots, and \$14.25 per 100 lbs. in less than ton lots.

**Linseed Oil Firmer.**—Linseed oil remains firm at the higher prices noted last week. The demand has improved slightly of late. Quotations are as follows:—

	Raw.	Boiled.
1 to 2 barrels ....	79c	82c per gal.
3 to 5 barrel ....	78c	81c per gal.
6 to 9 barrels ....	77c	80c per gal.



**WINNIPEG**

**W**INNIPEG, July 20.—Conditions throughout the West are indeed promising and from all available reports another enormous crop is going to be harvested. In talking to well posted western merchants, Hardware and Metal's representative was assured that unless unforeseen difficulties arose, this year's crop per acre would average more than 1915. This is indeed a condition which should make everyone smile cheerfully for though the acreage is under last year considerably, this should be made up to some extent by a more abundant yield.

**Labor Scarce**

There will be some difficulty experienced this year in harvesting the crop, owing to the scarcity of labor still prevailing, but this should be overcome largely by a generous response on the part of the soldiers to the call which is bound to come from the farmers.

**Business Good**

The promising crop outlook is having its effect on business and all the jobbers report orders coming in very freely for seasonable lines and threshers' supplies. It is remarkable to note the increase in the amount of threshers' supplies sold every year. This is due to the number of small outfits being used now where formerly only the large machines were in vogue. Farmers with a section or more of land either own their own threshing outfit or club together with two or three neighbors. This assures them their threshing done as soon as the grain is ready rather than waiting a month to six weeks and sometimes longer for the regular threshmen to come.

**Price Changes.**—The price changes for the week are not extremely heavy, but again it will be seen that wire and galvanized sheets are to the fore. Two or three lines of the wire show an advance while barb wire and galvanized sheets are reduced in price, the changes not being very great either way.

It would appear that the top of the market has been reached in the various grades of metals. The market for several weeks has been very firm, only slight changes being made, and it may be that reductions noted below in barb wire and galvanized sheets will be a forerunner of many more. From advice which we are able to gather, however, it is not expected that the market

will drop as rapidly as advances were recorded.

**Axes Higher.**—An important advance going through this week is the one applying to all lines of axes, boys' and hunters' axes advance 25c, and all others 50c per dozen.

**New Wire Prices.**—New prices applying to wire and galvanized sheets are as follows:

The advanced prices in tinnners and annealed baling wire are as follows:

Bright Tinnners' Wire (100 lbs.)—No. 0-9, \$4.65; No. 10, \$4.71; No. 11, \$4.77; No. 12, \$4.85; No. 13, \$4.95; No. 14, \$5.05; No. 15, \$5.20; No. 16, \$5.35.

Annealed Baling (100 lbs.)—No. 9, \$4.65; No. 10, \$4.71; No. 12, \$4.85; No. 14, \$4.90; No. 15, \$5.00; No. 16, \$5.20.

Bale ties—Ft. Williams, 14 ga. 9½, \$5.00; Winnipeg, \$5.40.

**Wire Prices Lower.**—Lower prices are now in effect on barb wire as follows:

	Ft. Wm.	Winnipeg
Lyman . . . . .	\$ 3.40	\$3.65 spool.
Glidden . . . . .	3.25	3.50 spool.
Baker . . . . .	3.20	3.45 spool.
Lyman catch wts.	4.00	4.30 100 lbs.

**Galvanized Iron Lower.**—Lower prices are now in effect on galvanized iron as follows:

Apollo or Premier (per 100 lbs.)—10¾ oz., \$7.25; 28 ga., \$7; 26 ga., \$6.70; 24 ga., \$6.30; 22 ga., \$6.20; 13-20 ga., \$6; 16 ga., \$5.85.

**Clout Nails Higher.**—A new advanced price on clout nails, blued and tinned is shown herewith:

Blued (per lb.)—½ in., 13; ⅝ in., 12½; ¾ in., 12; ⅞ in., 11; 1 to 2 in., 10½.

Tinned (per lb.)—½ in., 16c; ⅝ in., 15½c; ¾ in., 15c; ⅞ in., 14c; 1 to 2 in., 13½c.

**MINING IN ONLY TWO INCHES OF GROUND**

This may sound unreasonable, but it is really true. Did you ever stop to consider what becomes of all the lead fired from the shells of trapshooters' guns? Trapshooters have the same hunting grounds week in and week out—that is, they don't have to wade through marshes, climb hills, go through forests or otherwise travel the country for their "game." They go out to the club and shoot from No. 1 trap this week, and perhaps No. 4 next week, and yet the

targets they tried to kill at trap No. 4 will not be 200 yards from those they shot at from trap No. 1.

Therefore, the constant shooting over practically the same territory makes lead mines, for whether the aim is good or bad, the lead finally falls to the ground, for it is not like gunning for wild game, where a load is sometimes shot into your "target" and it keeps on running.

Far-sighted contractors have seen the business possibilities in "getting after" this mining business. At prominent clubs, where many squads shoot every week, it is only a matter of a few years when it is profitable for the mining business.

About three years ago, the ground in front of the traps at the Du Pont Gun Club was "mined" and a pile of lead of twenty-three tons was the result. A portion of the grounds of a club at Columbus, Ohio, was put through the "sieve" and twenty-six tons resulted.

A year ago a second trip was made to the Du Pont Club at Wilmington, Delaware, and results equal to the first attempt were obtained. Other club grounds are undergoing mining treatments.

The method of securing this lead is simple. Plots of ground about thirty feet by five feet are skinned about 1½ inches deep. This top soil is then put in piles and allowed to stand for two or three days until it dries. It is then put into a large, coarse cylinder sieve that is operated by a gasoline engine, which gets rid of the earth containing no lead. Then it is put through a fine sieve and more dirt is removed. If the earth sticks, several screenings are necessary, until only the lead remains. Then the remainder of the shooting territory is handled in the same manner. While the task may be a little slow, it requires only a few laboring men to do the job, and the price realized is worth the attempt. On grounds like the Du Pont Club it takes about sixty pounds of earth to give off one pound of shot.

Thus at clubs that have three or four traps, and where the members shoot frequently, and no attention has ever been paid to the mining business, a chance for some money awaits the originator in his locality.

**Photos of Interiors and Window Displays Wanted**

Have you a fine appearing window display, store interior, or paint department? Hardware and Metal is anxious to keep in touch with progressive methods of display and to let our readers know what other merchants are doing. It will make for greater efficiency all around. We would be glad to get such photographs or snapshots and will promptly acknowledge the same when they are received by us. We would also like illustrations of departments of stores, new store fronts, modern delivery outfits, stove departments, sporting goods departments, floats in parades and other timely views. Address all photos to Hardware and Metal, 143-153 University Avenue, Toronto.



# WEEKLY PAINT DEPARTMENT

## Raw Materials Affect Paint Prices

*The Bearing of the Raw Materials Market on Paint Prices—A Symposium of Facts—Authority on Paint Matters Gives an Address Before Paint Manufacturers.*

**H**ARDWARE and Metal has, in recent issues, referred to the unprecedented conditions which paint manufacturers have been called upon to face, as regards supplies of raw materials. An excellent address on the subject was recently delivered by Ernest T. Twigg, Vice-Pres. and General Manager of John Lusac & Co., Inc., Philadelphia, before a conference of United States paint manufacturers. Extracts from the address as it was reported in the American Paint and Oil Dealer will undoubtedly prove interesting to the entire trade throughout Canada. They are here appended:—

“Naturally every paint manufacturer realizes that the raw material conditions confronting the industry since the European war started have been most unusual, and not paralleled by any experience of the past. The last two years have been full of incidents and occasions where new precedents have had to be established, and the manufacturer has often been called upon to make important decisions without previous performance of any kind as a guidance.

The difficulties of the past twenty-two months have served to give many paint manufacturers a liberal education, not previously possessed, as to our dependence upon the outside world for many products essential to paint making. Under normal conditions we often took things too much for granted. There was no special reason why we should be concerned about the origin of at least some of the less important products used. With the advent of the war, and the rapid advances in costs which followed it, together with the inability to get some raw materials at all, manufacturers soon found that actually all the four quarters of the world were drawn upon to produce products for our factories. Gradually, during the period since August, 1914, we have been adjusting ourselves to the new conditions, and there is to-day a much better understanding of the situation than existed two years ago.

### Difficulties Encountered

We have all been obliged to get used to the idea of very much higher prices for most of the products we use, and manufacturers have quite generally re-adjusted selling prices, to take care, at least in a measure, of the increased cost of production. One of the most difficult features in connection with the vital re-adjustment which has been going on, has been the difficulty in keeping track of the rapid changes in values of each separate raw material used in a paint factory. The problem would be a much more simple one if only a few raw materials entered into the equation, but with the hundreds of different products which we are obliged to buy and use in varying percentages and in different combinations, it has been a most complicated proposition.

The result, in some cases, has been that manufacturers have devoted their time and thought to the consideration of raw materials on which their supply for the future was not provided, and have been obliged to neglect the market values of other raw materials of which they had a liberal stock, or for which they had made favorable contracts. As a consequence—they did not always know that the grinding lamp black, for instance, which they bought under contract last fall at, say 9 cents a pound, could not be replaced under 30 cents per pound; and because of this lack of information as to the market value, the cost on this black in their own formulas was being computed at 9 cents a pound, and selling prices made accordingly.

As an illustration—a manufacturer was recently asked for a price on a rather large quantity of chemically pure chrome yellow, ground in oil. This manufacturer had some C. P. chrome yellow on hand, which had cost him approximately 15 cents a pound. He figured a cost on the paste goods based on 15 cent yellow, and made his selling price accordingly. Naturally he got the order, because his price was about 50 per cent.

less than prices made by other bidders. To fill the order he used up most of the yellow on hand, and when he went into the market to replace it he was obliged to pay 38 cents per pound. Instead of making a fair margin of profit, therefore, as he figured he had done, he had actually lost a sum of money, and no one was really benefited by it.

### Varying Prices

Without divulging any confidential information—let me refer to some of the bids which have been made on government supplies, which are a matter of record in Washington. These bids are, of course, based upon government specifications, and therefore must be for similar qualities; consequently the variations can be explained only by the difference in the value which the manufacturer places upon his raw material. The figures I shall give you are based upon bids which have been opened within the last six months:

Aluminum Enamel: Five bidders; lowest price, \$2.94 per gallon; highest, \$6.

Medium Chrome Green in Oil: Five bidders; lowest price, 23½¢ per lb.; highest, 69¢. (This is a C. P. Green.)

Copper Paint: Six bidders; lowest price, \$1.36 per gallon; highest, \$2.19.

Locomotive Black: Five bidders; lowest price, \$120 for the lot; highest, \$337.50.

Zinc in Oil: Three bidders; lowest price, \$8.10 per cwt.; highest, \$12.90.

Chrome Yellow in Oil: Six bidders; lowest price, \$245 for the lot; highest, \$450.

Chrome Yellow in Oil: Five bidders; lowest price, 31¢ per lb.; highest, 48¢.

Lamp Black in Oil: Two bidders; lowest price, 12½¢ per lb.; highest, 16¢.

Drier: Six bidders; lowest price, \$285.25 for the lot; highest, \$518.

With any of these propositions, figuring prices on raw materials under normal conditions, there would be some profit; but in each case there would be no profit whatever for the low bidder on present replacement values. It is not reasonable to suppose that any manufacturer is desirous of giving to the consumer gratuitously the benefit of old stock which he may have on hand, bought at prices before the war, or to give away the benefit of favorable contracts, only to be obliged to go into the market and replace such goods at very



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It will be well worth your while to let us put full details and our agency proposition before you.

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WEST TORONTO

*If interested, tear out this page and keep with letters to be answered.*



much higher figures. The difficulty instead seems to be due to our not being fully posted as to current market values on all the different articles, and this in turn is probably due, largely, to the fact that paint manufacturers have not gotten together with sufficient frequency to exchange ideas and opinions, one with another.

#### Advanced Approximately.

XX New Jersey Zinc .....	85%
Leaded Zinc (20%) .....	100%
French Process Zincs .....	275%
Lead Carbonate .....	75%
Lead Sulphate .....	85%
Lithopone .....	200%
Whiting .....	25%
C. P. Green, Medium Shade .....	300%
25% Green .....	200%
C. P. Chrome Yellow, Medium Shade .....	250%
Chinese Blue .....	900%
Para Concentrate .....	600%
Grinding Lamp Black .....	500%
Nitramarine Blues .....	40%
Imported Ochres .....	30%

#### Some Increases

The increase in certain principal raw materials over the last two years has been:

In the LIQUID field—every one is, of course, familiar with the linseed oil proposition. Soya bean oil is, and has been for some time, worth practically as much as linseed oil; while both corn oil and cottonseed oil are higher than linseed oil. China wood oil has advanced practically 100 per cent. Crude oil products, such as turpentine substitute and benzine, are being offered on contract for the last half of this year, at practically 100 per cent. higher than prices at which some contracts were made for the first half of the year.

Tin cans have advanced from 15 to 25 per cent., depending upon the style and size of the can.

As to the future with regard to prices on raw materials, and the supply of certain raw materials, it is impossible for anybody to make absolutely dependable statements.

#### Revision Will Be Gradual

Another point which it seems to me it is very desirable to bear on at the present time, particularly through our salesmen, with the dealer, is that the dealer must not look for immediate price revisions the day the war stops. No one can, of course, tell just what turn will come in the markets on raw materials as affecting the paint business, but men whose judgment must be respected do not anticipate anything but a possible temporary, sentimental effect upon prices immediately after the war stops, which will be followed by a reaction of present or even possibly higher levels until the demand which is bound to come from the devastated nations has been at least partially satisfied. If this judgment is correct, then higher prices on raw materials may continue for some time after the war, and even when raw materials are reduced, the paint manu-

facturer must be given an opportunity to work off his stock of high-priced raw materials, and have raw materials bought at lower levels from which his finished products are made before he can afford to make revisions in his own prices. The paint trade has always been slow to advance its prices when costs go up, and has usually made reductions at the first break in the raw material market.

The paint business for the last year or more has been unusually good; in fact there has been an era of unprecedented industry all over the country. With the activity in the paint business, coupled with the conditions of purchase and sales, paint manufacturers have probably enjoyed, generally speaking, a better margin of profit than ordinarily.

It is my conviction, however, that the excess profit which may have been apparent in 1915, or is possibly accruing this year, does not in reality belong to the manufacturer, but that such surplus, whatever it is, is merely lent to the manufacturer temporarily, and that 1917 or 1918 will demand a payment of this loan; and it should therefore seem important that every manufacturer should arrange to keep a liberal fund immediately available to meet this demand when it comes, as it seems so sure it will.

#### PRACTICAL SHEET METAL WORK

(Continued from page 32.)

board, the latter being the most modern and preferable method. Secondly, by installing cold air openings to provide fresh air from the outside. Plate 20 shows a number of ways in which this can be done.

There is no question as to the frequent failure to provide fresh air which is simply due to the fact that those installing the furnace are not sufficiently convinced of its necessity, or, if they are, they do not care a snap about the health of the occupants of the home.

Several authorities are advocating that all heating and ventilating appliances should be installed in accordance with known laws of health and that the health authorities should lay down certain rules to be followed and enforced. No doubt such a movement should be endorsed to the limit by every person interested in installing warm air or any other heating systems.

By the enforcement of such law the cheap Jack botcher would soon become extinct. Scores of tenders for heating systems have been thrown out because of price, while, in fact, the highest price was the best in point of value.

The accompanying table gives the sizes of cold air pipes required according to the warm air registers necessary.

#### McCLARY PICNIC A SUCCESS

London, Ont.—About 2,000 employees and friends of the McClary Manufacturing Company enjoyed one of the best picnics ever held by that concern at Port Stanley on Saturday. The affair proved one of exceptional interest, the programme this year being one of the most interesting yet evolved for the entertainment of the employees of the company and its officials.

A special train of seven coaches, hauled by an electric locomotive, over the London and Port Stanley Railway, left the Bathurst Street depot at 9.20 city time. This took several hundred of the picnickers to the lakeside, while hundreds more followed by the regular trains.

A splendid programme of sports had been arranged for, and was carried out successfully. The baby show proved a decided attraction. At the conclusion of the sports programme between 500 and 600 of the picnickers went for a boat ride on the steamer State of Ohio.

#### WESTERNERS OPTIMISTIC.

##### Opinions of Banks as to Position of the Farmers.

George Munro, Esq., President Western Section Canadian Bankers' Association, says: "The business of the banks with the farmers in the West has never been in better shape. The loans are lower and deposits are higher than they have ever been."

Henry Detchon, General Manager, Canadian Credit Men's Trust Association, says: "The position of the wholesale and retail trade was never better. We are not doing 50 per cent. of the insolvency business we were a year ago; in fact, the past April holds the record for the lowest number of insolvencies in Canada and United States of any month of any year since these records have been kept, since 1873."

Vere C. Brown, Esq., Western Superintendent, Canadian Bank of Commerce, says: "The records of all our branches throughout the West make it quite clear that the financial position of the Western farmers is better than it has been at any time, and that business conditions as regards all staple commodities are excellent."

Mr. F. S. W. Crispo, Western Superintendent of Branches, the Union Bank of Canada, says: "Personally, I cannot recall a time when the farmers were enjoying better conditions than right today. Taking it all in all, I don't think financial conditions throughout the prairies were ever in really better condition."





## FLASHLIGHTS Increase Your Sales

The demand for FRANCO FLASHLIGHTS is bound to be bigger than ever this summer. Everybody will want one. Are you prepared to get **your** share of this business? It will pay big. The renewal business, too, on FRANCO Radio Batteries and FRANCO Radio Tungsten Lamps will be mighty profitable.

### FRANCO FLASHLIGHTS

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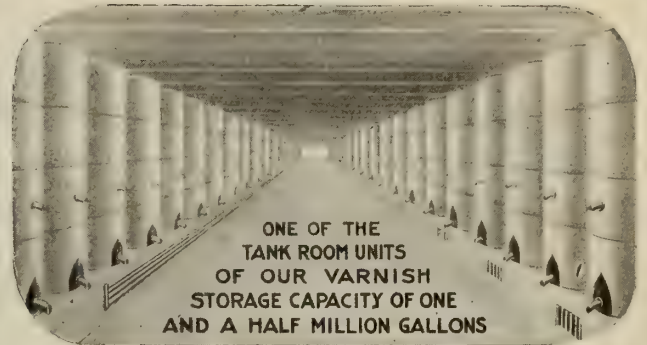
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# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, July 20. — The feature of the market continues to be the oil and turpentine situation. Although oil at the present moment occupies a comparatively strong position on the market, weakness continues to manifest itself in turpentine. There is some easiness noted in the general undertone of turpentine a lack of price maintenance probably due to the existence of competition between old and new stocks.

General paint business continues to be fairly satisfactory in view of the dull time of the year and a good volume of paint continues to be absorbed particularly by Ontario and Quebec with prospects for fall much better. Hardware trade shows less activity due to heavy rains which have left dealers well stocked but manufacturing trade shows active improvement.

Orders have recently been placed with three paint companies for between 20,000 and 30,000 gals. of paint for use on cars being constructed locally for use on Paris and Orleans R. R. in France and another 10,000 to 15,000 gal. order is expected in six to eight weeks time. Cars are partly painted here and finished in France and local paint business benefits in both cases.

A brisk brick business is reported by local brick companies and is expected to effect paint demand in the near future. Dry colors continue unchanged in scarcity in some lines but the general situation is not unsatisfactory.

**Linseed Oil Firm.**—Prices remain unchanged on a steady market in which firmness is fairly well maintained and prices show no signs of weakening, since the sharp advance that occurred the previous week. An uncertain feeling as to future possibilities, however is noted.

A range of prices is quoted as follows:—

	Raw.	Boiled.
1 to 2 barrels .....	76c-81c	79c-84c
3 to 5 barrels .....	75c-80c	78c-83c
6 to 9 barrels .....	74c-79c	77c-82c

**Lead Unchanged.** — Prices on white lead in oil are unchanged and have been extended in case of white lead from July 31 to Aug. 31 and for putty from July 31st to Oct. 1st. Pig lead market continues to show weakness as part of the general metal situation and in response to an improved Mexican situation. This condition is reflected in white lead market which continues to show an easy feeling.

**Turpentine Down.**—Turpentine has declined 6c in four days and is now from 66c to 68c in single barrels and 64c to 67c in 5 bbl. lots. The movement is said to be in keeping with the general position of this line on the market for some time past which has been one of weakness in spite of the sharp advance that occurred recently.

**Paris Green.**—Prices are unchanged as per current quotations as do ruling factors of market except that a better feeling is noticed as to available supplies. It is not known yet as to what effect the demand from the Maritimes will have on this market when it occurs, but present information indicates large stocks there, so it is thought that local situation may not be seriously affected.

**Gasoline Unchanged.** — Gasoline is steady and unchanged with a firm feeling ruling market, in which a good demand and comparatively light stocks continue to be chief features.

## TORONTO

**T**ORONTO, Ont., July 20.—The usual mid-summer quietness prevails in the paint trade and the general situation is unchanged. Prices are however keeping firm although there are no important changes to note. Both linseed oil and turpentine are firm at the advance announced last week. The flax seed market is steady with an upward tendency which is giving strength to the oil market. Prices of turpentine and resins are fairly well maintained due to the action of the syndicate which has been formed in the South. The white lead market is steady and the situation is unchanged. Prices of blue vitriol have declined owing to lack of demand. The dry color situation continues acute with no relief in sight and quotations are still very high. Prices of glass, gasoline, varnishes and putty are unchanged.

**Linseed Oil Firm.**—Linseed oil is firm at unchanged prices and the situation in the market is the same as last week. Prices of flax seed have been well maintained and have an upward tendency. There has been some improvement in the demand for oil but business is still below normal. The range of prices being quoted on oil in Toronto are given below with the high level more frequently heard.

	Raw.	Boiled.
1 to 2 barrels ....	75c 79c	78c 82c
3 to 5 barrels ....	74c 78c	77c 82c
6 to 9 barrels ....	73c 77c	76c 80c

**Turpentine Firm.**—The situation in the turpentine market is unchanged from

last week, that is to say, the American and International Corporation are still holding up prices in the South and the local market is strong in sympathy. Stocks of turpentine locally are comparatively light and the demand moderate. Resins continue to advance due to the action of the above mentioned syndicate. Prices on common grades of resin have advanced \$2 per barrel during the past three weeks. Prices of turpentine are unchanged in Toronto and are as follows:—1 barrel lots, 70c, 2 to 4 barrel lots 68c and 5 gallon lots 78c per Imperial gallon.

**White Lead Steady.**—The situation in lead in oil is unchanged and there is nothing of particular interest to note in the market. White lead in oil continues to be quoted at \$13.95 per 100 lbs., in ton lots with 30c extra per 100 lbs., for quantities in less than ton lots.

**Paris Green Scarce.**—The time is fast approaching when the potato bug appears and the scarcity of Paris green will become a serious matter with potato growers. Makers of Paris green are sold out and stocks in the hands of jobbers are very light. No more green will be available this season. Prevailing prices are given in the current paint market quotations.

**Glass.**—Business continues light and the situation unchanged. Glass manufacturers are catching up with overdue orders and the demand has fallen off in the States, thus making an improvement in deliveries. No price changes are anticipated in the immediate future although conditions in some respects warrant an advance. Discounts on sheet and plate glass are given in the current paint market quotations.

**Gasoline Firm.**—The demand for gasoline continues seasonably good and quotations are unchanged. No change is noted in crude oil the production at the wells is keeping up activity. Gasoline is quoted at 32c and benzine at 31½c per gallon.

**Putty Firm.**—Although the demand for putty is light prices are very firm on account of the scarcity and high cost of whiting. Unless the whiting situation improves in the near future, higher prices for putty may be looked for. The following prices are being quoted on standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks .....	\$2.80
Bulk, in 100-lb. drum .....	3.00
Bulk, in 25-lb. drums .....	3.10
Bladders, in barrels .....	3.40
Pure putty, 70c per 100 lbs. advance.	



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WHEN a merchant secures the agency for Brandram-Henderson products he has made an important business connection.

He not only controls the sale of a big range of well-advertised, popular lines, of unquestioned quality, but he is also the real *local representative* of a great manufacturing organization.

Brandram-Henderson Limited is not affiliated with any other manufacturer of paints. We do not put out the same goods under different brands. We are under no temptation to divide our loyalty between different sets of competing dealers.

There is *one* line of B.H products—one big B-H national advertising campaign—one staff of B-H travelers—and *one* B-H dealer in every local territory. *And that dealer is supported by all the resources of this big, independent organization, in his competition with every other dealer in that locality.*

We feel as much responsible for the success of our agents as we would if we paid them salaries to represent us.

This year, more than ever, a Brandram-Henderson Agency is a genuine asset to a progressive merchant.

*If you are in territory where we are not represented, write for the facts about a real exclusive paint agency.*

## BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 51  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 30 and 5% off; 22 Short Smokeless, 40 and 5% off; 22 Long Rifle Lesmok and Smokeless, 20% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½% off; Arrow, 20%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 per M. net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net.

"Dominion" B.B. Caps, \$3 per M. net; C. B. Caps, \$2.60 per M. net; 22 short, black, 20%; 22 short smokeless, 30%; 22 long, black, 20%; 22 long smokeless, 20%; 22 long rifle, black, 7½%; 22 long, rifle, smokeless, 7½%; other R.F. ball, 10%; R.F. shot, 10%; centre fire pistol, list plus 55%; C.F. sporting, list plus 60%; shot cartridges, same as ball; empty shot shells, 5%; blanks, add 25%; bullets, 40%; Primers, \$2.70 per M. net; brass shot shells, 20%; "Winchester" B.B. Caps, \$2.55 M. net; C.B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20, 10%; 22 short, smokeless, 37½%; 22 long black and Lesmok, 20, 10%; 22 short, smokeless, 22, 10%; 22 long, rifle, black, 15%; Other R.F. ball, 15%; R. F. Shot, 20-10%; Pistol and Rifle Shot, 25%; Mini-Pistol and Rifle Ball, adv., 10%; tary and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

"Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—Sin., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iiand made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 25  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25 10 00  
Double bit ..... 11 00 12 50  
Hunters' Axes ..... 5 50 6 50  
"Boy's" Axes ..... 6 25 7 00  
Bench Axes, Samson No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb. Thomas Robertson & Co., Ltd., — No. 1, 32c; No. 2, 23c; No. 3, 19c. Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound. Hort Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

BENZINE Montreal Toronto Single bbls., gal. ... 0 32½ 0 31½  
Drums, gal. .... 0 29½ 0 28

## BOLTS AND NUTS

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%. Machine Bolts, ¾ in. dia. and smaller, 40%. Machine Bolts, 7-16 in. dia. and larger, 30%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 30%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%. Coach and Lag Screws, 50%. Skein Bolts, 45%. Square Head Blank Bolts, 30%. Bolt Ends, 30%. Plow Bolts, 20%. Elevator Bolts, 30%. Fancy Head Bolts, 25%. Shaft Bolts (\$3 list), 25%. Step Bolts, large head (\$3) list, 25%. Whiffletree Bolts, 25%. Nuts, square, 2c off list. Nuts, hexagon, 2c off list. Stove Rods, per lb., 8c. Stove Bolts, 62½%. Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 00½  
BRASS Per lb.  
Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60  
Rods, base ½ to 1 in. round 0 55

Tubing, seamless base ..... 0 55  
Tubing, iron pipe size, 1 in. base ..... 0 50  
(Upper tubing same as brass.)

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.  
Paper lined, 60%.

## BOARDS (Wash)

	Tin Plate	Zinc
	Per doz.	Per doz.
Pony	\$....	\$ 75
Crown	.....	3 55
Dandy	.....	3 75
Improved Globe	.....	2 65 3 85
Standard Globe	.....	2 75 2 95
Neptune	.....	2 75 3 95
Original Globe	.....	3 00 4 25
Newmarket King	.....	4 25
Victor (Glass)	.....	4 25
Jubilee	.....	4 25
Diam'd King (Glass)	.....	4 50
Western King (Enamel)	.....	4 25
Beaver, brass	.....	6 00
Wood, double faced	.....	1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. 16 13  
Weighted, 20 lbs., per doz. 18 50  
Weighted, 25 lbs., per doz. 22 32

## BUTTS

No. 804, 50, 12½%; No. 840, 50 5%; No. 800, 40%; No. 838, 45%  
No. 802, 50%; No. 808, 45%; No. 810 and 814, 35%.

## CANS

Milk factory cans, 15%. Cream cans, 20%. Railway cans, 20, 5%. and delivery and creamery cans, 20%. Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 100%. Plain, 70 and 20%. Milk can trimmings, plus 10%. Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots ..... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto, 1 50 1 50  
White Bros. English, 2 00 2 05  
"Lafarge" cement, in wood 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00 28 00  
Fire brick, English, 17 00 21 00  
Fire brick, Mm., low 23 00 25 00  
Fire clay, 2¼-lb. tins, doz. 1 25

## CEMENT (FURNACE)

1¼ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04  
CEMENT, ROOFING Per gal.  
Roofing cement (in bbls.), 0 29  
Cement (in 5 and 10 gals.), 0 23  
Cement (in 2 gals.), 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross, 0 65 0 80  
Carpenters' lead pen-cils, per gross ..... 2 40 6 75  
Crayons, per gross ..... 0 20  
Carpenter, white, gr., 0 65  
Carpenter, blue, gr., 0 80  
Carpenter, red, gr., 0 80

## CHISELS

Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50

Common cold, ½, \$1.35; ¾, \$2; 1, \$2.75; 1½, \$3; 2, \$4.  
Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.  
Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.80; ¾, \$6.70; ¾, \$6.55; 1, \$6.40.  
Electric Weld Coil Chain—BE 2-16 in., \$11.45; ¼ in., \$8.15; 5-16 in., \$6.65; ¾ in., \$5.60; 7-16 in., \$5.60; ½ in., \$5.60 per 100 lbs.  
Electric Weld Loading Chain, ¼ in., \$13.50 per 100 lbs.  
Steel Jack, 15% net.  
Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's. 37½%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

## COPPER

Montreal Toronto Casting ingot, see weekly report  
Bars, ½ to 2 in. .... 46 50 46 00  
Plain sheets, 14 oz., 14x28 in., 14x60 in. 45 00 45 00  
Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00  
Copper sheet, planished, 14x60 base.. 57 00 57 00  
Braxters' in sheets, 6x4 base ..... 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

## Galvanized

18x24x52 ..... 6 25 6 25 6 50  
60 ..... 6 50 6 50 6 75  
20x28x47 ..... 6 75 6 75 7 00  
20x28x44 ..... 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box  
IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25  
Raven and Murex Grades—  
IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00  
"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade—  
I C, 20 x 28, 12 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

## COKES, BRIGHT

Bessemer Steel—  
10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

## CROWBARS, 4 to 4¼c per lb.

## DRILLS

Bit Stock Drills, 50%.  
Wood Drills, 20%.  
Straight Shank Drills, 45%.



MADE IN CANADA



**3 SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE**

**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG



**RAMSAY'S**  
Superior Quality  
**SHINGLE  
STAINS**



**We Say,** "Superior Quality," because Ramsay's Shingle Stains are the result of 75 years' experience in obtaining the best possible pigments and materials. They have been tested in actual use in various climates and have always been found uniformly satisfactory—unequalled for wearing quality and preservation of color.

**"By Actual Test—  
Ramsay's Stands Best"**

Mr. Dealer: Write us for full particulars regarding our complete lines of RAMSAY'S Paints, Stains, Varnishes, Water Colors, etc., etc. The line that kills "DISAPPOINTMENT" introduces SATISFACTION and makes every user of RAMSAY PAINTS happy.

**A. Ramsay & Son, Co.**

Established 1842

TORONTO

MONTREAL

VANCOUVER

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —  
DOUBLE-COATED TISSUE.**

I C, 14 x 26 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

<b>FILES AND RASPS.</b> Per cent.		
Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Delta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Vulcan Brand .....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

<b>FIXTURES, STALL.</b> Doz.	
Hollow and pressed steel...	0 75
Solid .....	1 20
Special Stall Fixture, 40%.	

<b>FRAMED MIRRORS.</b> Doz.	
Size glass, 4 x 6 .....	1 00
Size glass, 5 x 7 .....	1 25
Size glass, 6 x 9 .....	1 60
Size glass, 7 x 9 .....	1 75
Size glass, 8 x 10 .....	2 00
Size glass, 9 x 12 .....	2 60
Size glass, 10 x 14 .....	3 10
Size glass, 10 x 17 .....	3 75

<b>GASOLINE.</b> Montreal.	
Barrels .....	0 35
Drums .....	0 30
Tank wagon .....	0 29½

<b>Toronto</b>	
Any quantity, in bbls....	32
Drums, 40-gal., per gal. ...	25½
Tank wagon .....	28½

<b>GRINDSTONES</b> Per 100 lbs.	
Over 40 lbs. and 2 in. thick 1 45	
Smaller sizes extra.	

**HALTERS (SNAP AND RING)**

<b>Doz.</b>	
Russet rope shank, 1 in. \$ 7 75	
Russet rope shank, 1¼ in. 9 25	
Black rope shank, 1 in. 8 00	
Black rope shank, 1¼ in. 9 40	
Hand sewn, no shank, 1 in. 11 50	
Hand sewn, no shank, 1¼ in. 13 00	
Hand sewn, with shank, 1 in. 14 75	
Hand sewn, with shank, 1¼ in. 16 25	

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18;	
¾ in., \$21.	

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt. 10 00	
Masons, 5 lbs. and over, per cwt. 12 00	
Napping, up to 2 lbs. ....	0 13½

**HANDLES (WOOD)**

<b>Net</b>	
Axe, No. 3 cuts, doz. ....	0 84
Axe, No. 1 hickory, doz. ....	2 14
Axe, 2nd growth, doz. ....	3 00

Extra quality, 40 per cent.  
All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special, zenith .....	9 00
Atlas, steel covered.. \$5 25	6 60
Perfect, No. 1 .....	8 50
Perfect, No. 1½ .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible, doz. ....	6 50
Steel King Hangers, doz. sets .....	6 40
Storm King and safe-ty hangers, doz. ....	6 50
Storm King rail .....	4 70
Crown .....	4 85
Crescent .....	7 25
Sovereign .....	6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.) .....	\$ 3 25
Steel track, 1¼ in. ....	5 75

**HATCHETS.** Samson Samson

Per doz. Shingle Claw

No. 1 .....	7 20	8 25
No. 2 .....	7 80	8 50

**HINGES, TEE AND STRAP**

<b>Net Prices.</b>		
Heavy Strap Tee		
4-inch .....	\$1 48	\$1 24
5-inch .....	1 79	1 55
6-inch .....	1 94	1 75
8-inch .....	2 64	1 98
10-inch .....	4 65	3 57
12-inch .....	5 78	5 63
14-inch .....	6 59	5 74

Net price figured at 22½%.

<b>Light.</b>		
3 in., doz. prs. ....	0 43	0 43
4 in., doz. prs. ....	0 51	0 47
5 in., doz. prs. ....	0 60	0 55
6 in., doz. prs. ....	0 72	0 64
8 in., doz. prs. ....	1 06	0 76
10 in., doz. prs. ....	1 49	1 02
12 in., doz. prs. ....	2 55	1 91
14 in., doz. prs. ....	2 34	

Heavy tee and strap discount, 22½%.

Light tee and strap discount, 27½%.

**Screw Hook and Strap Hinge—**

Under 12 in., per 100 lbs. ....	5 50
Over 14 in., per 100 lbs. ....	4 90
Larger .....	4 60

Extra hooks for above, 5% in., per lb. .... 7  
Extra hooks for above, ¾ in., per lb. .... 6¾  
Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

**HOES.** Grub, 3½-lb., \$4.55 doz.**HOOKS, CORN.**

Cyclone, doz. ....	2 40
Hoes, corn, doz. ....	5 40

**HOOKS, GRASS.** English

No. 2, per doz. ....	2 15	3 60
No. 3, per doz. ....	2 25	4 10
No. 4, per doz. ....	2 35	4 60
No. 5, per doz. ....	2 55	

**HORSESHOES**

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. ....	0 11
Corrugated, ¾ in., ft. ....	0 14½
Less 5% for full reels, 500 ft.	
Cable, 70%.	
Leader, 60, 10%.	

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

<b>Montreal Toronto</b>		
Angles .....	base 2 50	3 50
Common bar, per 100 lbs. ....	3 00	3 25
Refined iron, per 100 lbs. ....	3 05	3 50
Horseshoe iron, per 100 lbs. ....	3 45	3 50
Norway iron .....	7 25	6 00
Mild steel .....	3 30	3 25
Band steel .....	3 30	3 50
Sleigh shoe steel..	3 30	2 25
Domestic .....	3 30	3 25
Reeled machinery steel .....	4 50	4 50
Tire steel .....	3 50	3 50
Toe calk steel .....	4 20	4 25
Mining tool steel, per lb. ....	0 11½	0 12
Cammell Laird, lb. ....	0 20	
Sheet, cast steel, lb. 0 20	0 20	
Black Diamond tool steel, per lb. ....	0 12	0 11
Silver tool steel, lb. 0 17½	0 18½	
Spring steel .....	4 60	4 50

**COLD ROLLED SHAFTING.**

7-16 to 9-16 in. ....	0 06
¾ to 11-16 .....	0 05¾
¾ to 1 7-16 .....	0 05¼
2 to 3 .....	0 05
List, plus 50%.	

**IRON, TINNED.**

72x30 up to 24 gauge, case lots .....	14 25
72x30, 26 gauge, case lots. 14 75	
Less than case, 25c per 100 lbs. extra.	

**IRONS (SAD)**

Mrs. Potts, No. 55, polished, per set .....	0 85
Mrs. Potts, No. 50, nickel-plated, per set .....	0 90
Mrs. Potts, handles, japaned, per gross .....	9 60
Sad irons, common, plain..	5 00
Sad irons, common, plated..	5 50
Princess Electric, each ..	2 75
Ideal Electric, each .....	2 85
Gasoline Sad Irons, each..	3 50
Ideal Gasoline, each .....	3 15
Dover Electric, net .....	3 00
No. 70, Dover, per doz. ....	21 00

**LADDERS, ETC.**

<b>(Step Ladders)</b>	
Shelf-lock .....	14c ft.
Ontario .....	17c ft.
Faultless .....	21c ft.
Mechanic .....	26c ft.
Hercules .....	24c ft.
Perfect .....	22c ft.
Faultless, extra heavy ..	26c ft.
Hercules, extra heavy ..	29c ft.
Mechanic, extra heavy..	31c ft.
Chair ladders, each .....	\$2 00
B.T. Standard .....	17c ft.
B.T. Economy .....	13c ft.
B.T. Iron Bound, 4-9 ft. ..	25c ft.
B.T. Iron Bound, 10-14 ft. ..	50c ft.
B.T. Iron Bound, 15-16 ft. ..	40c ft.
B.T. Iron Bound, 17-20 ft. ..	50c ft.
Crescent .....	16c ft.
Household .....	12c ft.
Standard .....	19c ft.
Electrician .....	25c ft.
Heavy duty .....	45c ft.
Extension .....	23c ft.
Common and Roped Extension.	
Up to 32 ft. ....	16c ft.
Up to 36 ft. ....	18c ft.
40 to 44 ft. ....	19c ft.
48 to 52 ft. ....	24c ft.
56 to 60 ft. ....	29c ft.
Single and Fruit Picking.	
10 ft. to 16 ft. ....	12c ft.
18 ft. to 22 ft. ....	13c ft.

**LANTERNS**

<b>Per doz.</b>	
Cold Blast, doz. ....	\$ 8 00
Short Globe, doz. ....	8 00
Jumbo, doz. ....	9 25
Tap'd Dash, doz. ....	10 75
Search Dash, doz. ....	11 25
Searchlight, No. 20, doz. ....	19 00

All brass .....	24 25
Little Bobs A.C., doz. ....	2 00
Copper, well japanned....	11 25

**LANTERN GLOBES**

Cold blast, short .....	0 60
Cold blast .....	0 60
Cold blast, London .....	0 50
Prism globes .....	1 20
Cold blast, short ruby....	2 00
Cold blast, common ruby..	2 00
Less 5c a doz. in 6 doz. lots.	

**LATHS (METAL)** Per sq. yd.

24-gauge, pat'd metal lath 0 15	
24-gauge, pat'd metal lath 0 15	
23-gauge, pat'd metal lath 0 17	
24-gauge, galv. metal lath. 0 21	
23-gauge, galv. metal lath 0 23	

**LEAD** Montreal Toronto

Trail, 100 lbs., see weekly report.	
Lead Wool, 13c lb.	
Sheets, 3 lbs. sq. ft. 12 00	12 00
Sheets, 3½ lbs. sq. ft. 11 75	11 75
Sheets, 4 to 6 lbs. sq. ft. ....	11 50
Cut sheets, ¾c per lb. extra.	
Cut sheets to size, 1c per lb. extra.	

**LINES, PLOUGH**

Russian hemp, \$3.80 doz. pair.

Bleached flax, \$5.75 doz. pair.

**MACHINES (WASHING)**

<b>List Each</b>	
Canadian .....	\$ 5 00
Dowswell .....	5 00
Hamilton .....	5 75
Re-Acting .....	7 50
Snowball .....	8 00
Noiseless .....	8 25
Sunlight .....	8 75
Momentum .....	8 75
Waverley .....	10 00
New Century, style A. ....	9 00
New Century, style B. ....	10 00
New Century, Power, style D .....	24 00
New Idea, style B .....	11 00
Playtime, engine drive .....	11 00
Ideal Power .....	16 00
Seafoam, electric .....	60 00
Seafoam, engine drive .....	25 00
New Idea, electric .....	80 00
Sunshine .....	4 50
Popular, No. 1 .....	5 25
Economic .....	6 00
Champion .....	9 00
Excel-All .....	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor Washer, complete .....	16 00
Hydro, One Tub, engine drive .....	26 00
Low pressure water motor washer, each .....	16 00
Connor ball-bearing, with rack .....	10 25
I X L .....	10 00
Gem .....	8 75
Winner .....	8 00
Connor Improved .....	5 00
Jubilee .....	4 50
Canada First .....	11 00
Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.	

**NET**

Stephen Washers .....	\$ 6 00
Sterling .....	9 50
B.T. Bonnie, style A. ....	4 25
B.T. Bonnie, style B. ....	4 50
B.T. Ideal .....	6 25
B.T. Ideal Power .....	7 00
B.T. Ideal Water Motor ..	12 80
B.T. Cyclone .....	6 25
B.T. Cyclone Water Motor. 12 80	
B.T. Vollmar, No. 2. ....	6 50
B.T. Vollmar, No. 3. ....	7 00
Forest City, engine-driven. 22 00	
Forest City, electric .....	48 00

**MAILETS** Per doz.

Tinsmiths', 2½ x 5½ in. ....	1 65
Carpenters', round hickory 1 95	
Lignum Vitae, round, 5 in. 3 65	
Caulking, No. 8, oak. ....	17 80

**MANGLES**

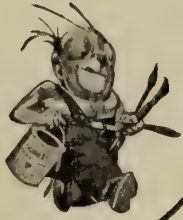
Victor, each .....	\$15 65
Woodyatt, each .....	7 25

**MOPS**

Mops, O-Cedar, doz. ....	\$12 00
S. W. Mops, doz. ....	3 50
Mop Sticks, doz. ....	1 25
Cast head mops, doz. ....	1 40
Crescent, doz. ....	1 50
Crank wringing, doz. ....	5 00
Extra Cloths.	

Challenge, doz. ....	2 10
Woven, cloths, doz. ....	1 35





# Stephens

House Paints, Floor Paints,  
Barn Roof and Elevator Paints,  
Structural Iron Paint, Silk-  
stone Flat Wall Colors, In-  
terior Enamels, Wa-ko-ver  
Stains, Carriage Paints.

A line that assumes all-round satisfaction in  
your paint department.

The quality and service of Stephens pro-  
ducts have built a splendid reputation for  
them in the West.

Our paints are made to withstand the  
extremes of the Canadian climate, and do so  
efficiently. They have remarkable covering  
capacity and are attractive until completely  
worn out.

Sell Stephens Products and you make re-orders  
double-sure.

*Write us re our exclusive agency.*

## G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY





**NAILS**

Standard steel wire nails—  
Toronto, \$3.70 base; Montreal,  
\$3.75 base; London, \$3.70 base;  
Collingwood and Owen Sound,  
\$3.75 base.

Cut nails—Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 33-1-3 p.c.  
Pressed spikes, 5/8 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process

Size	Length	25-lb. box
No. 3, 1 1/2-in.	.....	\$4 10
No. 4, 1 3/4-in.	.....	3 80
No. 5, 1 1/2-16	.....	3 25
No. 6, 2 1/2	.....	3 00
No. 7, 2 1/2-16	.....	2 85
No. 8, 2 1/2	.....	2 75
No. 9, 2 1/2-16	.....	2 65
No. 10, 2 1/2	.....	2 55
No. 11, 3 1-16	.....	2 45
No. 12, 3 1/2	.....	2 48

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.

Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

	Per rod
Invincible, 1640	.....
Invincible, 1848	.....
Invincible, 2060	.....
Put up in 10, 20 and 30-rod rolls	.....

**OAKUM**

	Per 100 lbs.
Best (American)	..... 19 25
U.S. Navy (American)	..... 18 50
New hemp (English)	..... 13 50
U.S. Navy (English)	..... 11 50
Plumbers (spun)	..... 7 50

**OIL**

	Montreal	Toronto
Can. prime white petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palatine	0 17 1/2	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 lb.  
Tea lead, chest, 5 1/2 lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/2 lb.  
Brass, light, 11 1/2 lb.  
Zinc, heavy, 11 lb.  
Copper, heavy, 19 1/2 lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15c lb.  
Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2c;  
bicycle tires, 2 1/2c.

**PACKING**

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

**PAPEE, ETC.**

..... Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
..... Per 400 ft. roll	
Tarred Fibre, No. 1	0 80
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 68
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
..... Per 100 lbs.	
Heavy dry straw	2 05
Heavy tarred straw	2 05

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 75
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 05

**ROOFING PAPER**

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect April 26, 1916.

Buttweld	Per 100 feet
	Black Galv.
1/8 in.	\$ 3 00 4 50
1/4 and 3/8 in.	3 06 5 43
1/2 in.	3 91 6 08
3/4 in.	4 72 7 65
1 in.	6 97 11 31
1 1/4 in.	9 43 15 20
1 1/2 in.	11 28 18 29
2 in.	15 17 24 61
2 1/2 in.	23 99 38 90
3 in.	31 37 50 87
3 1/2 in.	37 72 61 18
4 in.	44 69 72 49

**Lapweld**

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in.x25 lbs. per ft.	122 50	188 75
8 in.x25 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in.x22 lbs. per ft.	156 80	241 06
10 in.x40 lbs. per ft.	201 88	311 06

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$13 net.  
Lead waste pipe, \$14 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

**PLASTER**

Paris, per bbl., London	2 25
-------------------------	------

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

Plates, 1/4 to 1/2 inch,	
per 100 lbs.	4 00 4 00
Heads, per 100 lbs.	4 25 4 25
Tank plates, 3-16 in.	4 75 4 75

**PLUGS (METAL)**

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

**POLISH**

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

**PUMPS**

B.T. Pump, No. 1, net.	\$ 3 63
B.T. Pump, No. 2, net.	4 40
B.T. Pump, No. 3, net.	6 60
B.T. Pump, No. 4, net.	8 25
B.T. Pump, No. 5, net.	8 80
B.T. Pump, No. 6, net.	9 90
B.T. Pump, No. 7, net.	13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.  
Iron burrs, 37 1/2%.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 1/2c per lb.

**ROOFING**

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 00
Pluvius, 1-ply	1 25
Pluvius, 2-ply	1 65
Asphalt roofing, 1 ply	1 45
Asphalt roofing, 2 ply	1 85
Asphalt roofing, 3 ply	2 15
Compo Certainteed, 1 ply	1 40
Compo Certainteed, 2 ply	1 75
Compo Certainteed, 3 ply	2 10
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per	
gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06 1/2
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Mon-

**ROPE**

Pure Manila basis	22 1/2
British Manila basis	18
African hemp basis	18
Sisal basis	14 1/2
Single lath yarn basis	14 1/2
Double lath yarn	14
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis  
prices (% and larger), and are  
subject to usual advances for  
small sizes.

Cotton rope, 3-16 in.	0 28
1/4 in. and larger	0 27
Sisal Clothes Line	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

**SCALES**

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.

Crown Even Balance ..... 40 p.c.  
Richelle Union Scale ..... 40 p.c.  
Dominion Plates Scales ..... 40 p.c.

Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$3, plus 20c  
for stamping, Champion 10-lb.  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping, Champion 600-lb.  
\$16.80 plus \$1 for stamping  
Champion 1200-lb., \$19.80, plus \$1  
for stamping, Champion 2000-lb.,  
\$26.40, plus \$1 for stamping  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCREWS (MACHINE)**

Flat head, iron, 27 1/2%; flat and  
round head, brass, net: Fillister  
head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws.	60%.

**SHEETS (BLACK)**

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	2 90
28 gauge	4 10	4 00

Re Gauges of Sheets.  
On account of it being prac-  
tically impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10%  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.
	Galvanized Painted
28 ga.	\$ 5.50 \$2.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00

Above prices are subject to 7 1/2  
per cent. discount to dealers.

**Galvanized**

B.W.	Queen's	Fleur-	Gorbals
gauge	Head	de-Lis	best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets—  
10% oz., \$7.05; U.S. No. 28, \$6.75,  
U.S. No. 26, \$6.45; 22 and 2.  
gauge, \$6.30; 18 and 20-gauge,  
\$6.10; 16-gauge, \$5.95; 14-gauge,  
\$5.75. F.o.b. Hamilton and To-  
ronto.

Colborne (Crown) — 16-20 gauge  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

14 gauge .....	5 80	5 30
16 gauge .....	5 80	5 30
18-20 gauge ....	5 90	5 65
22-24 gauge ....	6 00	5 85
26 gauge .....	6 25	6 00
28 gauge .....	6 65	6 25
10 $\frac{3}{4}$ ozs. ....	6 95	6 50
Add 25c for less than case lots		



# AUTOMOBILE FINISHES

are now in great demand and every merchant should be well supplied with

## **S-W AUTO AND BUGGY ENAMEL**

Presents a hard, durable, high-gloss surface.

## **S-W BRAS-BRITE**

For all metal parts—Takes a high polish and does not scratch the surface. Can be used equally as well on brass, nickel or silver.

## **S-W FLAXOAP**

A pure Linseed Oil Soap that renews and gives life to all painted or varnished surfaces. Removes dirt with the greatest ease. Can be used on the finest linen with perfect results.

## **S-W ENAMEL LEATHER DRESSING**

A durable leather renewer, especially adapted for auto tops.

## **S-W DURABLE ELASTIC BODY FINISHING VARNISH**

A durable, elastic, drying finishing varnish for auto bodies.

## **S-W ELASTIC GEAR VARNISH**

The most durable varnish for all running parts.



**THE SHERWIN-WILLIAMS Co.**  
*of Canada, Limited*

PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS



FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.  
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S.,  
LONDON, ENG.

*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40,  
12½%, and 4th, 20%.

Above discounts on Black  
Goods only. Full Polished Goods,  
50c per doz. net extra. Half  
Polished Goods, 25c per doz. net  
extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24,  
\$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.

**SOLDER** Montreal Toronto

See weekly report.

**SOLDERING COPPERS.**

Base, per lb., 52 cents.

**SOLDER, BAR**

Guaranteed ..... 0 28½

Strictly ..... 0 26½

Commercial ..... 0 25

**SOLDER, WIPING**

Star extra ..... 0 26½

Easy ..... 0 24½

Acme ..... 0 23½

**SPELTER.** See weekly report.

**SPOUTS**

Warner Malleable Winged

Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.

Montreal, Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb.

boxes ..... 5 05

Fence staples, bright, in

kegs ..... 3 95

Fence staples, bright, in

25-lb. boxes ..... 4 20

Poultry netting staples, 100

lb. kegs ..... 12 00

Galvanized discount 40 and 5%;

bright, deduct \$1.10 from

galvanized net. Extras, 50 lb. kegs,

30c; 25 lb. kegs, 40c; 10 lb. kegs,

80c.

**SWEEPERS, CARPET** Bissell's

Boudoir ..... 31 00

Champion Nic. .... 25 00

Champion Jap. .... 23 00

Univ. Jap., cyco bearing. .... 26 00

Univ. N.P., cyco bearing. .... 20 00

Grand Rapid, Jap., ball-

bearing ..... 28 00

Grand Rapid, N.P., ball-

bearing ..... 31 00

Princess, N.P., ball-bearing. .... 32 00

Elite, ball-bearing ..... 36 00

Am. Queen, N.P., bal-bear. .... 34 00

Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**

Grand Rapids Vac, doz. ....\$77 00

Household Vac, doz. .... 63 00

Superba Vac, doz. .... 92 00

**SWINGS**

Baby, 2-passenger, each ...\$2 75

Ontario, 2-passenger, each. .... 3 75

Ontario, 4-passenger, each. .... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Settees with

awning, each ..... 13 50

Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;

cheese box tacks, bulk; trunk

tacks, blank and tinned, bulk;

carpet tacks, blue; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blue, in doz.

only; cut tacks, ¼ cut tacks,

blue and tinned, in weights;

Swedes; Swedes upholsterers'

bulk; Swedes brush, blue and

tinned, bulk; Swedes gimp,

blue, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount, 75 and 10%.

**NAILS**

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, blue; clout nails, tinned;

chair nails; cigar box nails; pat-

ent brads; fine finishing; picture

frame points; lining tacks, solid

head (in bulk).

Discount, 75 and 10%.

**CAPPED GOODS**

Lining tacks, in papers; lin-

ing tacks, in bulk; saddle nails,

in papers; saddle nails, in bulk;

tuffing buttons, 22 line, in doz.

only; tin capped trunk nails;

zinc glaziers' points, prices quot-

ed on application.

Discount, 75 and 10%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ners' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobbler's rivets; brass cob-

blers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15

Ass skin, No. 714, 66 ft., doz. 3 80

Linen, No. 404, 66 ft., each. 1 35

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**TIES (METAL)**

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70-10%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Ro-tinned, 60 and 10%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and

10%.

**TROUGH (EAVE)**

G. G. Square head and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

B.T. Single Rail .....24c ft

B.T. Double Angle .....22c ft.

B.T. Double Tee .....20c ft.

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c per lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28

4-ply ..... 0 27½ 0 27½

3-ply ..... 0 25 0 25

**TUBES**

Roller Tubes, Lapwelded.

100 ft., 2 in. .... 16 10

100 ft., 2½ in. .... 18 50

100 ft., 3 in. .... 21 00

100 ft., 3½ in. .... 25 00

100 ft., 4 in. .... 29 00

100 ft., 4½ in. .... 37 00

**TUBS**

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

Hercules

No. 4 ..... 12 40

No. 5 ..... 13 83

No. 6 ..... 15 40

Common Galvanized

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

Per nest

Nests of 3—0, 1 and 2 .....\$2 38

Nests of 3—1, 2 and 3 ..... 2 05

Nests of 4—0, 1, 2, and 3 ..... 2 95

**WOOD TUBS**

No. 0, per doz. .... 11 00

No. 1, per doz. .... 9 50

No. 2, per doz. .... 8 00

No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

## VALVES, ETC.

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½; patent quick

opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitts,

plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**

Japanned ware, 22½%.

Japanned ware, white, 17½%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**

Discount, 17½%.

6, 10 and 14-qt. flaring pails,

17½%.

Copper bottom tea kettles and

boilers, list.

**WARE, STAMPED.** Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, plain,

66 2-3%.





# THE BEST FRUIT

is borne by trees that have been sprayed with

**Munro's Arsenate of Lead**

Tell your customers to bear this in mind for next season.

Made in Canada by the manufacturers of MUNRO'S DRY COLORS

*Reds, Greens, Yellows, Blues, Paris Green*

**THE ALLAN MUNRO COLOR CO., Limited, MONTREAL**

**E**XPLAIN to your customers that what makes the Simonds Crescent Ground Cross-Cut Saws such good saws is the method of crescent taper grinding and the scientific shaping of the teeth. The narrow falling saws are made with either Lance or Champion teeth. Order your stock from any responsible wholesaler.



# SIMONDS

CANADA SAW CO., LTD.  
The Saw Makers

St. Remi Street and Acorn Ave.,  
MONTREAL, QUE.

St. John, N. B.

Vancouver, B. C.

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.  
5 lb. packages, \$6 per 100 lbs.

## BEESEWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Montreal Toronto  
Per lb. 0 14 0 20  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Raw Umber, 100 lb. keg. 5-9c  
Burnt Umber, 100 lb. 5-9c  
Raw Sienna, 100 lb. kegs. 5-9c  
Burnt Sienna, 100 lb. kegs. 5-9c  
Imp. green, 100 lb. kegs. 0 22  
Chrome green, pure 0 35  
Chrome yellow 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. 0 12  
Indian red, No. 1, 100 lb. k. 0 04  
Venetian red, best bright. 0 04  
Venetian red, No. 1 0 02  
Drop black, pure dry. 0 25  
Golden ochre, 100 lb. kegs. 0 06  
White ochre, 100 lb. kegs. 0 06  
White ochre, barrels 0 02½  
Yellow ochre, barrels 0 02  
Spruce ochre, 100 lb. kegs. 0 03  
Canadian red oxide, bbls. 0 01½  
Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13  
Indian red 0 17  
Chrome yellow, pure 30-35  
Golden ochre, pure 0 16  
French spruce ochre, pure 0 15  
Chrome green, pure 0 15  
French permanent green, pure 0 20  
Signwriters' black, pure 0 22  
Marine black, 25-lb. irons 0 07  
Lampblack 0 20

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel 4 50  
Anchor Floorlustrer 2 10  
O.P.W. Sunshine White 4 10  
Old Dutch Enamel 4 00  
Jas-per-lac floor enamel 1 90  
Jas-per-lac art enamel 3 10  
Mooramel 4 35

## FILLER

Luxberry Enamel \$5 00  
Screen Enamel BB 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. 0 15½  
\$1.10 for demi-John extra.

## GLUE

Per lb.  
French medal 0 20  
English common sheet 0 20  
Martin's Enamel 4 25  
English prima 0 25  
White pigfoot 0 23½  
Perfection amber, ground, No. 1230 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags 0 35  
Gelatin, 112 lb. bags 0 45  
Ground glues, 112 lb. bags—  
No. 1 0 20  
Extra 0 18  
Dreadnought, lb. 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size	United Inches	Star	Diamond
Under 25	\$7 80	\$11 90	
26 to 34	8 15	12 85	
35 to 40	8 50	13 60	
41 to 50	11 75	15 30	
51 to 60	12 25	15 85	
61 to 70	13 10	16 80	
71 to 80	14 75	18 35	
81 to 84		22 75	
85 to 90		24 35	
91 to 94		25 00	
95 to 100		29 00	
101 to 105		32 00	

106 to 110 37 00  
Discount, 30 per cent; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price

United Inches	Star	Double Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85		22 35
86 to 90		24 35
91 to 95		25 00
96 to 101		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 25 and 5 per cent.

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.

Country discount, 20 and 5% off list, delivered.

City discount, 20 and 5% off list, delivered.

Country discount, 20 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots

Montreal Toronto  
"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators' Pure 13 80 13 95

Crown and Anchor. 13 80 13 95

Crown Diamond Pure 13 80 13 95

Elephant Genuine. 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White Lead 13 80 13 95

O.P.W. Decorators Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect 13 35 13 50

Ramsay's Pure Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. \$13.50

Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. \$17.50 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)  
Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 60

Barrels 11 00  
F.o.b. Toronto, Montreal and Hamilton.

VITRESCO  
Tints in 5 lb. packages, per 100 lbs. \$5.40

UNSEED OIL  
For prices see weekly report.

PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "Eng-lish" white 2 65

"English," ordinary colors. 2 50

Benjamin Moore's "Egyptian" Brand 1 80

Canada Paint Co.'s Pure. 2 65

Crown Diamond 2 35

Crown Diamond, floor. 2 00

Elephant 2 35

Frescotone, white 2 50

Frescotone, colors 2 40

Jamieson's Crown and Anchor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure. 2 50

Minerva, white 2 55

Minerva, ordinary colors. 2 40

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wpg.) 2 55

Stephens' Floor Paint (Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN Mun- C.P. Ber- ro's Co. gers

600-lb. bbls. 42¾ 38¾ 39¾

250-lb. kegs 43 39 39¾

100-lb. drums 44 40 40¾

50-lb. drums 44 40 40¾

25-lb. drums 44¼ 40¼ 41

1-lb. 100s, pkgs. 46¼ 42¼ 43

½-lb. 100s 48¾ 44¼ 45

1-lb. 100s, tins. 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. \$2.25-\$2.50

## PRIMER

Luxberry Primer 2 25

## PASTE WOOD FILLER

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

½ Barrels 0 06½

Barrels 0 06

## PUTTY

Standard Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums. 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

## SHELLAC

Gum, 34c lb.; finest orange, 39c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING

Gal.

Liquid Slating, B.B. \$3 00

STAINS

Gal.

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finis 2 80

Creo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES

Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90

Copaline Varnish 2 50

C. P. Co.'s Sun Varnish. 2 50

Dependon Light Hard Oil Finish 1 70

Dulglass 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish. 2 65

"Dreadnought" varnish (gloss) 1 90

"Dreadnought" varnish (eggshell) 1 90

"Dreadnought" hard oil finish 1 20

"Dreadnought" interior varnish 1 20

"Dreadnought" terebene dryer 1 60

"Dreadnought" bronzing liquid 1 05

Elastic Interior 1 40

Elastic Exterior 1 55

Elastic Exello 2 00

Everlastic (Floor) 2 55

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing. 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxberry light 2 60

Luxberry spar 4 10

Luxberry exterior 4 50

Marble-ite 2 30

Mar. Not 2 70

Martin-Senour finest inter. 2 60

Martin-Senour Wood-Var 2 30

Maritime spar varnish. 4 00

No. 1 Furniture Varnish 1 25

Pure White Shellac 2 40

Pure Orange Shellac 2 15

Sherwin-Williams "Kopal" Varnish 2 75

Stove-Pipe Varnish, ½ pints, gross 9 00

Sun Waterproof Floor Finish 2 75

Sun-Spar Varnish 4 00

## WATER PAINTS

Opalite, 300 lb. bbls. 0 12

Opalite,



# UNIVERNISH

is the ideal varnish for canoes, yachts and motor boats, and will appeal strongly to those of your customers who are boat owners.

Univernish will stand up against all kinds of weather. Sun and wind will not affect it—rain and spray will not injure it—it will not blister or crack, and it will never turn white.

Univernish is good for every purpose—floors, pianos, automobiles, boats, desks, all interior and exterior work. It gives entire satisfaction everywhere.

Quarter pint tins and larger—Display box if you wish. **ORDER TO-DAY.**

**The Dougall Varnish Company, Limited, Montreal**

**RED  
S  
BRAND  
WINDOW  
GLASS**



**GLASS  
BENDERS  
TO  
THE  
TRADE**

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

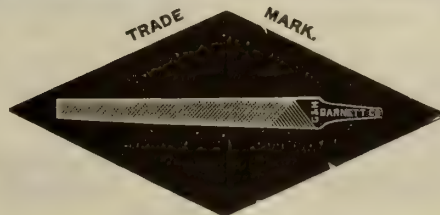
ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY**

**PHILADELPHIA, PA.**

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$10.00;  
chilled, \$14.50; buckshot, \$13.80;  
ball, \$14.20.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 14¢.

Norris, 41 to 56 lbs., 12½¢; 57  
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;  
84 lbs. and over, 9½¢.

## AXES

H. B., 1 lb., \$7.25 per doz.; 1½  
lbs., \$7.65; 2 lb., \$7.90; 2½ lb.,  
\$8.50; 2¾ lbs., \$8.75; 3, 3½ and 4  
lbs., \$9; H. B. Handled Axes, 2  
lb., \$9; 2½ lb., \$10.50; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.25;  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$30.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 10¢ lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.

## Leather

Agricultural leather belting,  
66-2-3 p.c. off list.

Standard, 50 and 5 p.c. off list.

The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1¢ ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12¢.

## BUILDING PAPER

Tarred, 70¢ to \$1.10 per roll, ac-  
cording to quality; plain, 50 to  
95¢.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVISE, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60¢ per lb. Tinned, 47¢; Braziers'  
soft copper, 10-24 ft., 26¢; 27½¢.  
Soldering irons, 55¢ each.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Eavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.

Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17¢ lb.; 125-lb. kegs,  
18¢ lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.

**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 26¢  
per gal.; \$4.95 per case.

## GALVANIZED WARE.

Net list.

Heavy pails, light pails and  
heavy tubs.

## GLASS, WINDOW

Single Double

Up to 25 in. .... 6 75 10 25

26 to 40 ..... 7 50 11 75

41 to 50 ..... 10 00 13 25

51 to 60 ..... 10 50 14 00

61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 50 p.c.

Corrugated Strap Hinges — 4,

\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,

\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,

\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;

10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2

and larger, \$4.65; snowshoes, No.

0 to No. 1, \$5.15; No. 2 and

larger, \$4.90; steel, No. 0 to 1,

\$5.35; No. 2 and larger, \$5.10;

featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOBS.** Door, 30¢, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,

\$3.90. Apollo and

**IRON GALVANIZED** "Fleur

Premier de Lis"

10½ oz. or 28 Eng. 7 25 7 50

28 Am. or 26 Eng. 7 00 7 25

26 Am. or 26 spec. 6 70 6 95

24 ..... 6 30 6 55

22 ..... 6 20 6 45

18 and 20 ..... 6 00 6 25

16 Am. .... 5 85 6 10

14 Am. .... 5 85 6 10

## IRONS, SAD

Common Sad Irons, 8 lbs.,

6¢ per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set .... 0 95

Mrs. Pott's No. 50 set .... 1 00

Mrs. Pott's common sad iron

handles, 85¢ dozen. Mrs. Pott's

improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,

60¢; B, per case 6 doz., \$4.10; per

doz., 75¢.

## LANTERNS

No. 2, plain ..... 7 50

No. 20, X-ray ..... 11 25

No. 22, Dash-board ..... 10 00

Trulite short, globe, doz. .... 7 50

**LEAD PIPE,** \$10.90, \$11.90.

**LEAD WASTE,** \$10.90.

## LINSEED OIL

Raw, per gal., 95¢; boiled, per

gal., 98¢.

These prices are for barrels.

Less amounts 5¢ per gal. extra,

with additional charges for cans,

etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85

base; Winnipeg, \$4.25 base. Cut,

f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.

Netting, Poultry, 40 per cent.

Banner, 24-in., \$2.50; 30-in.,

\$2.70; 48-in., \$3.60; 60-in., \$4.20;

72-in., \$5.10; 84-in., \$6.

## NUTS

Square, small lots, 1¢ advance

over list; case lots, net list.

Hexagon, small lots, 1¢ advance

over list; case lots, net list.

## OIL CANS

Gal-

Tin vanized

½ gal., dome top.... \$2 14 \$....

1 gal., dome top.... 2 81 4 25

2 gal., dome top.... 4 05 6 00

2 gal., dome top.... 5 20 8 65

5 gal., dome top.... 6 40 10 75

## OILS

Silver Star oil, 16½¢ gal.;

Royalite oil, 17¢ gal.;

Palatine

oil, 20½¢ gal.;

Capital Cylinder,

56¢ gal.;

Standard gas engine

oil, 43¢;

Polarine oil, 60¢ gal.;

Prairie Harvester oil, 40¢ gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3¢;

less than barrel lots, 4¢;

golden

ochre, barrels, 4¢;

less than

barrels, 5¢;

Venetian red, barrels,

\$2.50;

less than barrels, \$3.50;

American vermilion, 20¢;

Eng-  
lish vermilion, \$3 per lb.;

Can-  
adian metallic oxides, barrel lots,

3½¢;

English purple oxide, in

casks, 3½¢;

less quantities, 4¢

per lb.

Red lead, kegs, \$14; 15

lb. for less.

**PICKS.** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; ½,

\$7; ¾, \$9.15; 1, \$12.50; 1¼, \$16;

1½, \$20.40; 2, \$27.40; 2½, \$47.15;

3, \$61.65.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,

\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,

\$10.90; 1½, \$13; 2, \$17.50; 2½,

\$20; 3, \$39.25; 3½, \$47.25; 4,

\$56; 4½, \$68.78; 5, \$80.10; 6,

\$103.95.

Above prices are under revision.

New prices will be about 5%

lower.

**PLASTER, Paris,** per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44¢

lb.; less, 44¢ lb. In ½-lb. pkgs.,

full cases, 46¢ lb; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8

inch, \$4.75; full polish, 6-7 inch,

\$5.50; 8 inch, \$5.75; Black sheets,

\$4.65; 8 inch, \$4.90; Black sheets

— 25 gauge, \$3.60; 26, \$3.45; 24,

\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,

\$3.10; 10-12, \$3.15.

**PLOW SHARES.** 10¢ per lb.

## POINTS

Landslide plow, 1½ x 14 in.,

\$1.75 per dozen.

## PURTY

100-lb. irons ..... 3 25

25-lb. irons, per cwt. .... 3 50

1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-

per, No. 7, 66¢ lb.; No. 8, 66¢;

No. 9, 67¢; No. 10, 71¢; No. 12,

75¢.

Five-lb. assorter boxes, No. 8

gauge, 74¢ lb.; No. 10 gauge, 79¢

lb.

Copper Burrs, No. 7, 65¢; No.

8, 66¢; No. 9, 68¢; No. 10, 71¢;

No. 12, 76¢.

## ROPE

Sisal, 15½% base; pure Manila,

22¢ base; British Manila, 18½¢

base; lath yarn, 15¢ base; Afri-

can hemp, 17½¢ base; cotton

rope, 30¢.

Tarred Marline Hanks, per



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contributes an article "Is Permanent Peace Possible?"—an excellent summary of conditions governing international relations.

## **Robert W. Service**

supplies another of his wonderful war poems "The Flowers," written at the front, where he is driving a motor ambulance.

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writes on "Business--and the Fatal Spiral," an excellent article dealing with a serious condition in business which has developed.

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## **L. M. Montgomery**

These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

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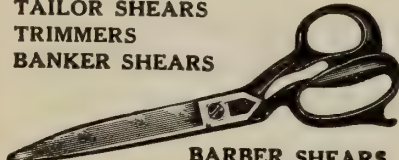
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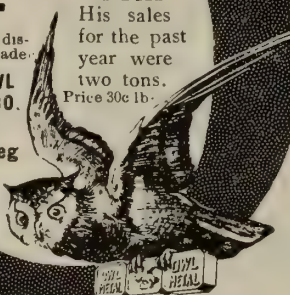
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a WANT AD. in this paper.

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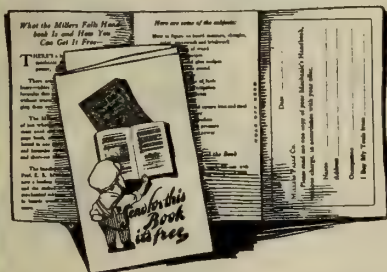


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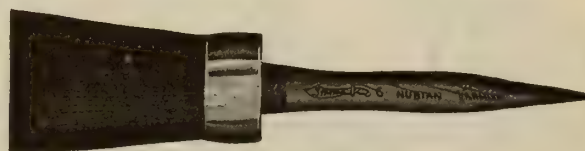
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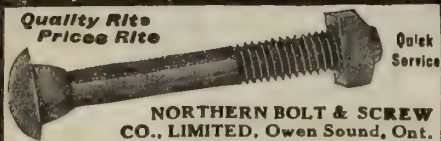


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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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### FURNITURE



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fitted for hand use. Has close revolving top and handle bearer, full six-inch stroke, wood handle, and is easy working.

This style of lever and fulcrum has several advantages over the ordinary style. Having short stroke, the power is greater, making it work easier. The handle, being wood, they are not so liable to break in frosty weather.

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Manufacturers of hardware, please note the above.

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and  
Auto Accessories  
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**RICHMOND**

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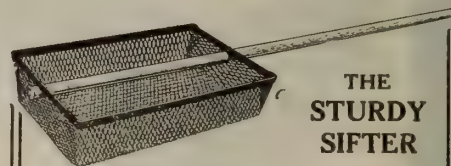
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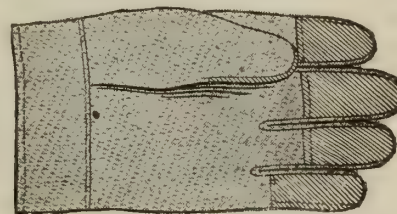
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Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Butts and Hinges

Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

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Chicago Spring Butt Co., Chicago.

## Calipers

L. S. Starrett Co., Athol, Mass.

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J. Pickles, Winnipeg.

## Cans

Thos. Davidson Mfg. Co., Montreal.

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## Carriers, Cash and Parcel

Gipe-Hazard Store Service Co., Toronto.

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A. C. Leslie Co., Montreal.  
Roofers Supply Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

## Cartridges

Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

## Cash Registers

McCaskey Systems, Ltd., Toronto.

## Casseroles

Canadian Wm. A. Rogers, Ltd., Toronto.  
Landers, Frary & Clark, New Britain, Conn.

## Cattle and Trace Chains

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Ceilings, Metal

Metallic Roofing Co., Toronto and Winnipeg.  
Pedlar People, Ltd., Oshawa.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

## Cement, Liquid

Can. H. W. Johns-Manville Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

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Universal Sales Co., Montreal.

## Chain Drills

Goodell-Pratt Co., Greenfield, Mass.  
North Bros. Mfg. Co., Philadelphia.

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Greening, B., Wire Co., Hamilton.  
The Andrew B. Hendryx Co., New Haven, Conn.  
McKinnon Chain Co., St. Catharines.

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Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Chains

B. J. Coglin, Montreal.  
Greening, B., Wire Co., Hamilton.  
The Andrew B. Hendryx Co., New Haven, Conn.  
McKinnon Chain Co., St. Catharines.

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Goodell-Pratt Co., Greenfield, Mass.  
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.  
Cummer-Dowsell, Ltd., Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Meakins & Sons, Hamilton.  
Walter Woods & Co., Hamilton.

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Cummer-Dowsell, Ltd., Hamilton.  
McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford, Ont.

## Clothes Line

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Hamilton Cotton Co., Hamilton, Ont.

## Clothes Reels

Cummer-Dowsell, Ltd., Hamilton.

## Clothes Wringers

Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.  
Cummer-Dowsell Co., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Walter Woods & Co., Hamilton.

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The Dennis Wire & Iron Works, London, Ont.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Landers, Frary & Clark, New Britain.

## Colors, Dry

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Canada Paint Co., Montreal.  
Allan Munro Color Co., Montreal.  
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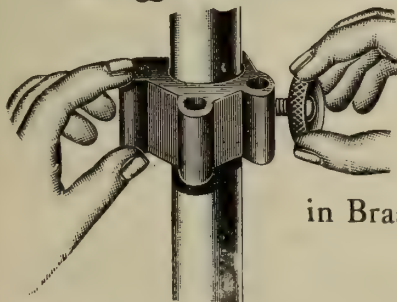
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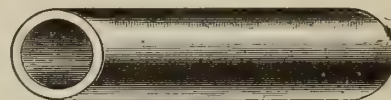


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The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

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Hamilton Cotton Co., Hamilton.

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Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Roofers Supply Co., Ltd., Toronto.  
Winnipeg Steel Granary & Culvert Co., Winnipeg.  
Wheeler & Bain, Toronto.

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The British Aluminum Co., Ltd., London, Eng.

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**Bull and Calf Pens.**  
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McKinnon Chain Co., St. Catharines.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Cranes, Overhead Travelling**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Geneva Cutlery Co., Geneva, N.Y.  
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Hutton, Jas., & Co., Montreal.  
Landers, Frary & Clark, New Britain, Conn.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Oneida Community, Ltd., Oneida, N.Y.  
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Continental Oil Co., Winnipeg.

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R. M. Bowser & Son, Renfrew, Pa.

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**Door Checks**  
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**Door Hangers**  
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Richard Wilcox Canadian Co., London, Ont.  
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Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Mainer Electric Co., Ltd., Winnipeg.  
Northern Electric Co., Ltd., Montreal.  
Renfrew Electric Co., Ltd., Renfrew.  
Tallman Brass & Metal Co., Hamilton.

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Northern Electric Co., Ltd., Montreal.  
Renfrew Electric Co., Ltd., Renfrew.

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John Oakey & Sons, Ltd., London, Eng.

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John Oakey & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.

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The Carborundum Co., Niagara Falls, N.Y.

**Emery Wheels**  
American Grinder Mfg. Co., Milwaukee, Wis.  
John Oakey & Sons, Ltd., London, Eng.

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Berry Bros., Walkerville, Ont.  
Canada Paint Co., Montreal.  
Dougall Varnish Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
The Ottawa Paint Works, Toronto.  
Pratt & Lambert, Bridgeport, Ont.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.

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Thos. Davidson Mfg. Co., Montreal.

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Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

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The Steel Co. of Canada, Ltd., Hamilton.

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Mainer Electric Co., Ltd., Winnipeg.

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The Stanley Works, New Britain, Conn.

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MacGregor-Banwell Fence Co., Walkerville, Ont.  
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A. Ramsay & Son Co., Montreal.

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Henry Disston & Sons, Toronto.  
Nicholson File Co., Port Hope.  
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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
Remington Arms U.M.C. Co., Windsor, Conn.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pedlar People, Oshawa, Ont.  
The Stanley Works, New Britain.  
Richard Wilcox Can. Co., London.

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Canada Wire & Iron Goods Co., Hamilton.  
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Trumont Mfg. Co., Roxbury, Mass.  
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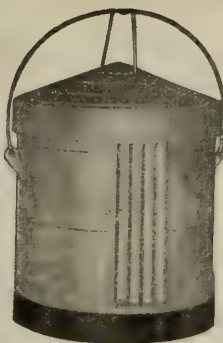
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Pedlar People, Oshawa, Ont.

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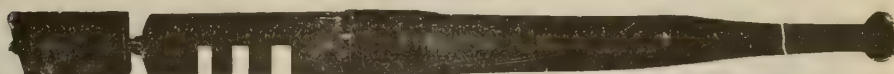
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Cushman Motor Wks., Ltd., Winnipeg.

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American Grinder Mfg. Co., Milwaukee, Wis.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone, Mich.

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Ross Rifle Co., Quebec.

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E. C. Atkins & Co., Hamilton, Ont.

Henry Diston & Sons, Toronto.

L. S. Starrett Co., Athol, Mass.

Victor Saw Works, Hamilton, Ont.

**Hack Saw Frames**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Henry Diston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co., Ltd., Hamilton.

Victor Saw Works, Hamilton, Ont.

**Hack Saw Machines**

Victor Saw Works, Hamilton, Ont.

**Hame Fasteners**

Imperial Mfg. Co., Welland, Ont.

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Stanley Rule & Level Co., New Britain, Conn.

Whitman & Barnes Mfg. Co., St. Catharines.

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**Hand Hoists**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Interstate Electric Novelty Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

**Hand Screws**

National Machinery & Supply Co., Ltd., Hamilton.

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The Stanley Works, New Britain.

**Hardware, Metal Window**

The Stanley Works, New Britain.

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Beatty Bros., Ltd., Fergus, Ont.;  
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Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

F. E. Myers & Bros., Ashland, Ohio.

**Hay Wire**

Frost Wire Fence Co., Ltd., Hamilton, Ont.

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Collins Mfg. Co., Toronto.

**Hinges**

Canada Steel Goods Co., Hamilton.

London Bolt & Hinge Works, London, Ont.

The Stanley Works, New Britain.

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Chicago Spring Butt Co., Chicago.

**Hockey Sticks**

Still, J. H., Mfg. Co., St. Thomas.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Stanley Works, New Britain.

The Steel Co. of Canada, Ltd., Hamilton.

**Hooks, Steel and Wire**

The Laidlaw Bale-Tie Co., Hamilton.

The Steel Co. of Canada, Ltd., Hamilton.

**Hooks, Conductor**

Metallic Roofing Co., Toronto and  
Winnipeg.

Wheeler & Bain, Toronto.

**Hooks, Moulding**

The Andrew B. Hendryx Co., New Haven, Conn.

**Hooks, Hat and Coat**

Laidlaw Bale-Tie Co., Hamilton, Ont.

**Horns, Automobile**

Hyslop Bros., Limited, Toronto.

**Horsehoes and Nails**

The Steel Co. of Canada, Ltd., Hamilton.

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Canadian Consolidated Rubber Co., Montreal.

Gutta Percha & Rubber Mfg. Co., Toronto.

**Horse Covers**

Canadian Consolidated Rubber Co., Montreal.

**Hot Plates**

Collins Mfg. Co., Toronto.

**Ice Cream Freezers**

Wm. Crane & Sons Co., Newmarket, Ont.

The Thos. Davidson Mfg. Co., Ltd., Montreal.

North Bros. Mfg. Co., Philadelphia.

**Ice Cutting Tools**

North Bros. Mfg. Co., Philadelphia.

**Incubators**

Collins Mfg. Co., Toronto.

Cushman Motor Wks., Ltd., Winnipeg.

**Iron and Steel Bars**

B. J. Coghlin, Montreal.

Dominion Iron and Steel Co., Ltd., Sydney.

London Rolling Mill Co., London.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

The Steel Co. of Canada, Ltd., Hamilton.

**Iron Pipe**

Canadian Tube & Iron Co., Montreal.

The Steel Co. of Canada, Ltd., Hamilton.

**Iron Pumps**

Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt.

F. E. Myers & Bros., Ashland, Ohio.

**Ironing Boards**

McFarlane Ladder Works, Toronto.

Stratford Mfg. Co., Ltd., Stratford.

**Jacks, Auto**

Richards-Wilcox Canadian Co., London, Ont.

**Japans**

Berry Bros., Walkerville, Ont.

W. R. Bate & Co., Toronto.

Canada Paint Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

**Joist Hangers**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Richards-Wilcox Canadian Co., Ltd., London, Ont.

**Kitchen Cabinets**

Stratford Mfg. Co., Ltd., Stratford, Ont.

**Knife Polish**

Jno. Oakey & Sons, Ltd., London, Eng.

**Knives, Hunting and Fishing**

Landers, Frary & Clark, New Britain, Conn.

Marble Arms & Mfg. Co., Gladstone, Mich.

Geo. Wostenholm & Sons, Sheffield, Eng.

**Knurling Tools**

Pratt & Whitney Co., Dundas, Ont.

**Ladders, Step**

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

McFarlane Ladder Works, Toronto.

G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

**Ladders, Shelf**

F. E. Myers & Bros., Ashland, Ohio.

Richards-Wilcox Canadian Co., London, Ont.

**Lampblack**

Barton Netting Co., Ltd., Windsor.

The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New York.

**Lamps, Electric**

Amalgamated Electric Co., Toronto.

Basters, Jackson Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

**Lanterns, Gasoline**

Canadian Carbon Co., Ltd., Toronto.

National Stamping & Electric Wks., Chicago, Ill.

**Latchets**

The Stanley Works, New Britain, Conn.

**Lawn Fencing and Gates**

Banwell-Hoxie Wire Fence Co., Hamilton.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.

Frost Steel & Wire Co., Ltd., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

McGregor-Banwell Fence Co., Walkerville, Ont.

**Lawn Mowers**

Whitman & Barnes Mfg. Co., St. Catharines.

**Lawn Seetees**

The Dennis Wire & Iron Works, London, Ont.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Stratford Mfg. Co., Stratford.

**Lawn Swings**

McFarlane Ladder Works, Toronto.

F. E. Myers & Bros., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

**Linseed Oils**

Dominion Linseed Oil Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

**Lead Pipe**

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Hamilton.

**Levels**

Goodell-Pratt, Greenfield, Mass.

Henry Diston & Sons, Toronto.

Lufkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New Britain, Conn.

**Litter Carriers, Track**

Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg, Man.

**Lockers**

Canada Wire & Iron Goods Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.

**Lumbering Tools**

Pink, Thos., & Co., Pembroke, Ont.

**Mantles and Grates**

The Barton-Netting Co., Ltd., Windsor, Ont.

**Match Boxes, Waterproof**

Marble Arms & Mfg. Co., Gladstone, Mich.

**Mats, Rubber**

Canadian Consolidated Rubber Co., Limited, Montreal, Que.

**Mechanics' Tools**

Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co., Hamilton.

Pratt & Whitney Co., Ltd., Dundas, Ontario.

Stanley Rule & Level Co., New Britain, Conn.

L. S. Starrett Co., Athol, Mass.

**Metals**

The British Aluminium Co., Ltd., London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C., & Co., Montreal.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

The Stanley Works, New Britain.

Talman Brass & Metal Co., Hamilton.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

**Metal Boxes, for Specialties**

Elev Pros., Ltd., London, Eng.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.

**Metal Shingles, Siding, Ft**

Metallic Roofing Co., Toronto and  
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Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Polish, Emery Cloth, etc.**

Continental Oil Co., Winnipeg.

Oakey, John & Sons, London, Eng.

**Metal Windows and Doors**

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Winnipeg.

Pedlar People, Ltd., Oshawa.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

**Micrometers**

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

**Mitre Boxes**

Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New Britain, Conn.

**Monel Metal**

The International Nickel Co., New York, N.Y.

**Motorcycles**

Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

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White Mop Wringer Co., Fultonville, N.Y.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Dominion Iron & Steel Co., Sydney, N.S.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen Sound, Ont.

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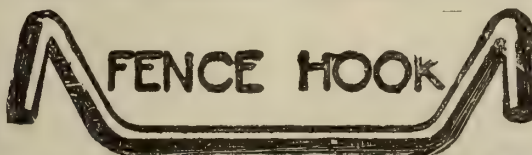
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The British Aluminium Co., Ltd.,  
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Du Pont Powder Co., Wilmington,  
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Aylmer Pump & Scale Co., Aylmer,  
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Darling Bros., Ltd., Montreal.

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F. E. Myers & Bro., Ashland, Ohio.  
Richmond Pump Co., Winnipeg.

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Beatty Bros., Ltd., Fergus, Ont., and  
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Darling Bros., Ltd., Montreal.

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F. E. Myers & Bro., Ashland, Ohio.

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Brandram-Henderson Co., Montreal.

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.

G. F. Stephens & Co., Winnipeg.

**Racks, Wire Cloth Display**

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**Ranges**

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Thos. Davidson Co., Montreal.

Findlay Bros., Carleton Place.

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Clare Bros. & Co., Ltd., Preston, Ont.

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Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

**Rasps**

Delta File Works, Philadelphia.  
Henry Diston & Sons, Toronto.

**Razors**

Geneva Cutlery Co., Geneva, N.Y.  
Jonathan Crookes & Son, Sheffield,  
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Jas. Hutton & Co., Montreal.  
Landers, Frary & Clark, New Britain,  
Conn.

Geo. Wolstenholm & Son, Sheffield,  
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Carborundum Co., Niagara Falls, N.Y.  
Geneva Cutlery Co., Geneva, N. Y.

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Pratt & Whitney Co., Dundas, Ont.

Whitman & Barnes, St. Catharines.

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Brandram-Henderson Co., Montreal.

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Montreal.

**Refrigerators**

The Thos. Davidson Mfg. Co., Ltd.,  
Montreal.

Janderson-Harold Co., Ltd., Paris,  
Ont.

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ilton, Ont.

Dominion Iron & Steel Co., Sydney.  
McGregor-Banwell Fence Co., Walk-  
erville, Ont.

Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-  
ilton.

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Johnson's, Iver, Arms & Cycle Wks.,  
Fitchburg, Mass.

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Mich.

Remington-Arms U-M-C Co., Windsor.  
Ross Rifle Co., Quebec.

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Johnson's, Iver, Arms & Cycle Wks.,  
Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone,  
Mich.

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Manitoba Bridge & Iron Works, Ltd.,  
Winnipeg, Man.

Northern Bolt & Screw Co., Owen  
Sound, Ont.

Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Hamilton.

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McFarlane Ladder Works, Toronto.

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H. S. Howland, Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
J. H. McComb, Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto  
Winnipeg.

Pedlar People, Lt., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.

**Roofing Supplies**

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Metallic Roofing Co., Toronto and  
Winnipeg, Man.

Roofers Supply Co., Ltd., Toronto.  
Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

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Jas. Chesterman & Co., Ltd., Shef-  
field, England.

Lufkin Rule Co., Windsor.  
L. S. Starrett Co., Athol, Mass.

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Canadian Consolidated Rubber Co.,  
Montreal.

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E. C. Atkins & Co., Hamilton.

Bridgeport Hardware Mfg. Co., Bridge-  
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Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut  
E. C. Atkins & Co., Hamilton.

Aylmer Pump & Scale Co., Aylmer.  
Henry Diston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.  
Victor Saw Works, Hamilton, Ont.

Saws, Circular  
Henry Diston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Saws, Hand  
Henry Diston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

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Aylmer Pump & Scale Co., Aylmer,  
Ont.

John Chatillon & Sons, New York,  
N.Y.

Landers, Frary & Clark, New Britain,  
Conn.

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Screen Doors and Windows  
Sanderson, Harold Co., Paris, Ont.

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Screw Drivers  
Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

National Machinery & Supply Co.,  
Ltd., Hamilton.

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Buck Bros., Milbury, Mass.

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Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

Marble Arms & Mfg. Co., Gladstone,  
Mich.

Screws, Nuts, Bolts  
Northern Bolt & Screw Co., Owen  
Sound, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood  
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones  
The Carborundum Co., Niagara Falls,  
New York.

Shears, Scissors  
Henry T. Seymour Shear Co., New  
York.

Acme Shear Co., Bridgeport, Conn.  
Landers, Frary & Clark, New Britain.  
Geo. Wolstenholm & Sons, Sheffield,  
Eng.

Sheet Metal Products  
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Montreal.

Metallic Roofing Co., Ltd., Toronto,  
Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.  
Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

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Shellac  
Berry Bros., Walkerville, Ont.

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The Dennis Wire & Iron Works  
London, Ont.

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Adamson Mfg. Co., Hamilton.

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don, Ont.

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B. Greening Wire Co., Ltd., Hamil-  
ton.

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Hamilton.

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Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

B. Greening Wire Co., Ltd.,  
Hamilton.

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onto.

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N.Y.

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and Winnipeg.

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Wheeler & Bain, Toronto.

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Winnipeg.

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port, Conn.

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Hoyt Metal Co., Toronto.

Owl Metal Co., Winnipeg.

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Canadian Carbon Co., Ltd., Toronto.

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Hyslop Bros., Ltd., Toronto.

Interstate Electric Novelty Co., To-  
ronto.

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Toronto.

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Lewis Bros., Ltd., Montreal.

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Mich.

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Mary's, Ont.

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Eureka Planter Co., Woodstock.

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B. Greening Wire Co., Ltd., Ham-  
ilton.

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Chicago Spring Butt Co., Chicago, Ill.

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ham, Eng.

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Douglall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.  
G. F. Stephens & Co., Winnipeg.

Stains, Wood  
A. Ramsay & Son Co., Montreal.

Berry Bros., Walkerville, Ont.

Douglall Varnish Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

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ilton.

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Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys  
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port, Conn.

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Conn.

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Sydney.

Steel Co. of Canada, Ltd., Hamilton.  
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ilton, Ont.

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McFarlane Ladder Works, Toronto.

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Stratford Mfg. Co., Stratford, Ont.

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Mainer Electric Co., Ltd., Winnipeg.

Stoves, Furnaces  
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Kir-Ben, Ltd., Almonte, Ont.

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Collins Mfg. Co., Toronto.

Stove Pipes  
Collins Mfg. Co., Toronto.

Sweeping Compound  
Continental Oil Co., Winnipeg.

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Lufkin Rule Co., Windsor, Ont.

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sor, Ont.

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port, Conn.

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Wheeler & Bain, Toronto.

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Conn.

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Mass.

Frank Mossberg Co., Attleboro, Mass.

Millers Falls Co., Miller Falls, Mass.

National Machinery & Supply Co.,  
Hamilton.

Pratt & Whitney Co., Ltd., Dundas,  
Ont.

Stanley Rule & Level Co., New  
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Ward & Payne, Sheffield, Eng.

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Richards-Wilcox Canadian Co., Lon-  
don, Ont.

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Frank Mossberg Co., Attleboro, Mass.

The L. S. Starrett Co., Athol, Mass.

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Winnipeg, Man.

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Winnipeg, Man.

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mark is on each blade.

  
GRANTED 1682.

SOLE AGENTS FOR CANADA

**James Hutton & Company**  
MONTREAL



**CHICAGO STEEL BENDING BRAKES**  
MADE-IN-CANADA

Are the most economical, most accurate and have the  
most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.







## *See It First In Hardware & Metal*

In an Eastern Ontario town this week, a hardware dealer showed the Hardware and Metal man a little household specialty which has been yielding him fine profits.

"The first time I ever heard of that line," said he, "was when I saw it advertised in Hardware and Metal."

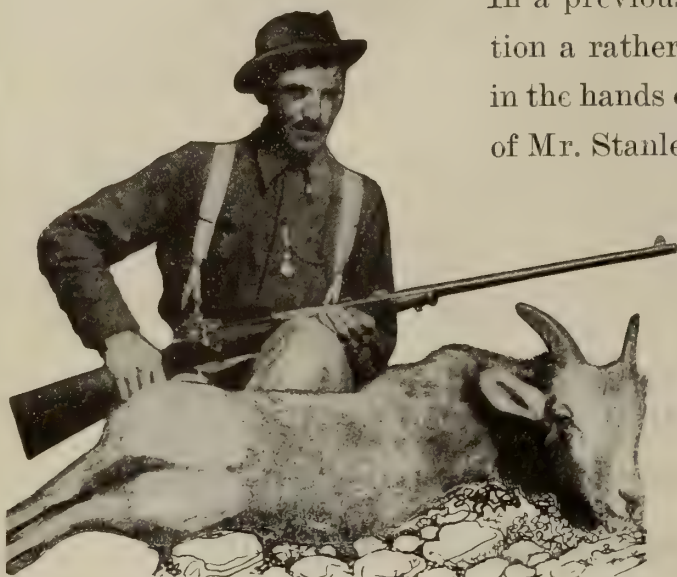
When a manufacturer has something really good to offer Canadian hardware merchants, he chooses Hardware and Metal as his message bearer.

Don't miss the advertisements! You'll always find profit possibilities in them.

J. G. L.



# A Testimonial Verified



In a previous advertisement we had occasion to mention a rather extraordinary shot made by a Ross .280 in the hands of Mr. Ralph Edmunds; here is the account of Mr. Stanley R. Graham, of Chicago, an eye-witness:

"Edmunds, who is the most accurate shot I ever met, killed a small ewe at the almost unbelievable distance of from 1,800 to 2,000 yards. He used a Ross .280 calibre sporting rifle with open sights. The bullet entered just below the tail, badly lacerating the intestines and lungs. Subsequent shots, especially the shooting of a small lamb at a distance of 800 yards, proved to my mind that game is not safe from Edmunds at even a mile away."

Many Canadian sportsmen prefer the Ross .303 Sporting Models. They are handsome, well-built weapons, reliable and accurate, and use the easily obtainable .303 calibre ammunition.

*For catalogue, discounts, etc., write*

**Ross Rifle Co.,**

**Quebec**

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

All leading Jobbers stock  
them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.

## BUFFALO BRAND



## Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which  
are not sold direct to consumers.

The **ONLY** firm who protects the Dealer  
in this way is

**Prairie City Oil Company, Ltd.**  
WINNIPEG, MAN.

Place your order with the one and only firm who has  
your interests at heart, and protects you in this way.

*If interested, tear out this page and keep with letters to be answered.*





## The Man who comes back

Profits do not always lie in the first sale. The time and trouble to make the first sale often wipes out the profit. Profits are in the repeat orders, in the loyalty of your customers. If you are selling

## "HOYT'S FROST KING" BABBITT METAL

you know exactly what we mean. It may take a little talking to sell it to the man who has not used it, but afterwards—well, that first sale made you a permanent customer who is "sold" permanently. Much profit in such a line. \$5,000,000 Sales Annually. Your jobber can supply you. If he will not, write us.

**HOYT METAL COMPANY**

New York, N. Y.

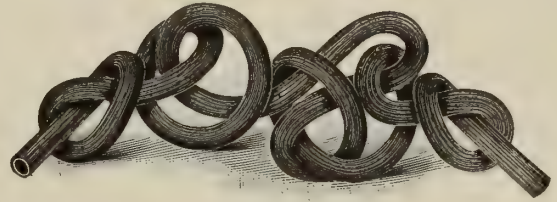
London, Eng.

Factory and Offices,  
EASTERN AVE. and LEWIS ST., TORONTO, CANADA

St. Louis, Mo.

## "Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

Toronto

Montreal

Fort William

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Vancouver

# LUFKIN

Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

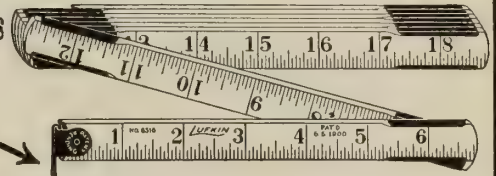
WILL CERTAINLY APPEAL TO MECHANICS

Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

**THE LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES



## TINKER TOM'S TALKS

Talk Number Fifty-nine

Maybe the man who carries a good stock doesn't always make big profits, but it's a cinch that the fellow who is always just out never makes any. This applies to galvanized sheets, too, and our big stock of galvanized sheets is yours if you use it.

TINKER TOM.

Look for Talk No. 60 next week.

**DOMINION SHEET METAL CO., Ltd.**  
HAMILTON, CANADA

190





# McKinnon Electric-Welded Cow Ties



Electric-Welded

**Lighter**

**Stronger**

**More Serviceable**



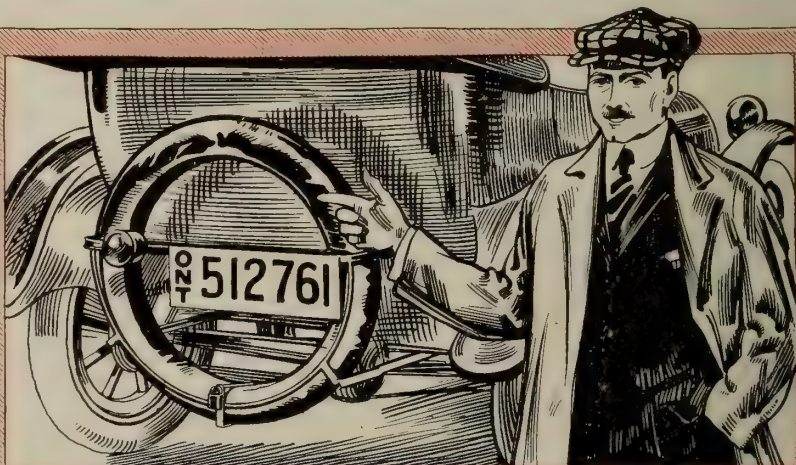
Electric-Welded

Chain used in the manufacture of these cow ties is our lapwelded, tested, Canadian Coil. The smooth, uniform swell at the end of the links adds 25% more strength and wear. Chains are highly polished and packed one half dozen in neatly labelled boxes.

## McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO

# *This Proves It!*



## McKINNON TIRE HOLDERS

Because of their simplicity, light weight and exceeding strength, McKinnon Tire Holders are unquestionably

***The Most Efficient for Light Weight Cars***

They are made throughout of *steel*, electrically welded, and have a substantial locking device that holds the tires securely in place.

You can get them from your jobber or from us direct.

## McKINNON DASH COMPANY

St. Catharines, Ontario



# HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 31

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

July 29

1916



## Sell More Files

For three years we have advertised in every technical trade paper in Canada, educating manufacturers, superintendents, shop foremen and workmen to use more files.

We have demonstrated clearly that it is wasteful to continue using a file when it has reached its "inefficient point."

The result of this campaign has been a tremendous increase in the demand for files, particularly the Famous Five manufactured by us:

**KEARNEY & FOOT  
GREAT WESTERN**

**AMERICAN      ARCADE      GLOBE**

*(Made in Canada)*

This increase is so great that to-day we supply 90 per cent. of the files sold in Canada. Last year we manufactured and sold 60,000,000 files. The dealers who sell the Famous Five turned over this business and made their profit from it.

How much of this business did you get? Did you do 90 per cent. of the file business in your locality? If you did not you're likely missing business by not selling the Famous Five.

We have an interesting proposition to any dealer who wants to increase his file business. We will send him particulars of it if he will write for a copy of "File Philosophy" and our Trade Catalogue.



**Nicholson File Company**

**PORT HOPE**

**JOBBERS  
EVERYWHERE**

**ONTARIO**



## Stephen Leacock

contributes an article "Is Permanent Peace Possible?"  
—an excellent summary of conditions governing international relations.

## Robert W. Service

supplies another of his wonderful war poems, "The Flowers," written at the front, where he is driving a motor ambulance.

## Agnes C. Laut

writes on "Business—and the Fatal Spiral," an excellent article dealing with a serious condition in business which has gradually developed.

## Arthur Stringer

## Arthur E. McFarlane

## L. M. Montgomery

These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

## H. F. Gadsby

contributes an article on Dr. Michael Clark, M.P., the Free Trade advocate of the Commons.

All in the August issue of MacLean's Magazine, together with a dozen other features, and the Review of Reviews department. Get a copy at your news-stand, or, better still, send in your subscription. Yearly subscription price, \$1.50.

# August McLean's

Now on sale at All News-stands

The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto



**"P.&W.  
Co."**

**SMALL TOOLS**

**PRECISION  
QUALITY  
DELIVERY**

*Guaranteed*

If your jobber cannot supply you, WRITE US DIRECT.

**Pratt & Whitney Company**  
of Canada, Limited  
Dundas, Ontario, Canada  
MONTREAL  
723 Drummond Bldg.  
VANCOUVER  
609 Bank of Ottawa Bldg  
WINNIPEG  
1205 McArthur Bldg.

## Mr. Hardwareman:

One of the best chances you have to increase your profits this year is in Automobile Hardware. Here are

## Three Winners

No. 501—TIRE SAVERS.—Every car needs them every night. List \$6.00. Retail \$4.50.

No. 100—CRACKER JACK.— Simple, strong. Sells for \$1.60. Has no equal under \$3.00. List \$2.10.

No. 297—SHOCK ABSORBER.— Every Ford car needs them. List \$11.00. Retail \$8.00.

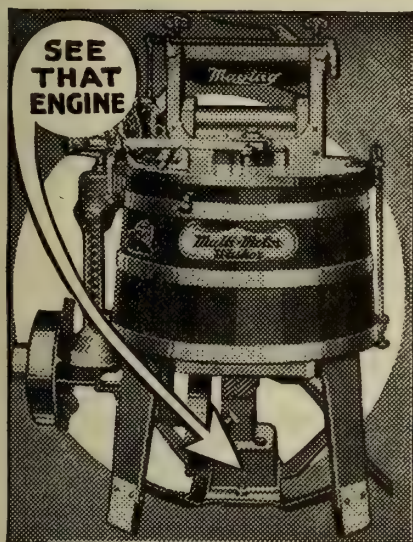
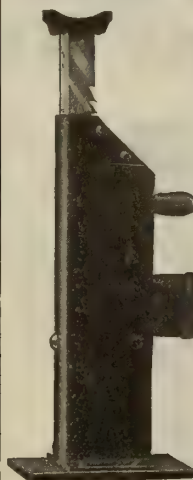
Write  
Us  
To-day

You can sell one or more of these three to every car owner in your town.

GET BUSY.

**Richards-Wilcox**

CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



The Maytag Multi-Motor Washer Complete with Engine and Swinging Wringer.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

The Maytag Hand Power Washer Makes Easy the Heaviest Family Washing.



In addition to the above are two other washers, "The Maytag Power" equipped with pulley to be run with separate engine, and "The Maytag Electric" which are the

## Four Best Washing Machines in the World

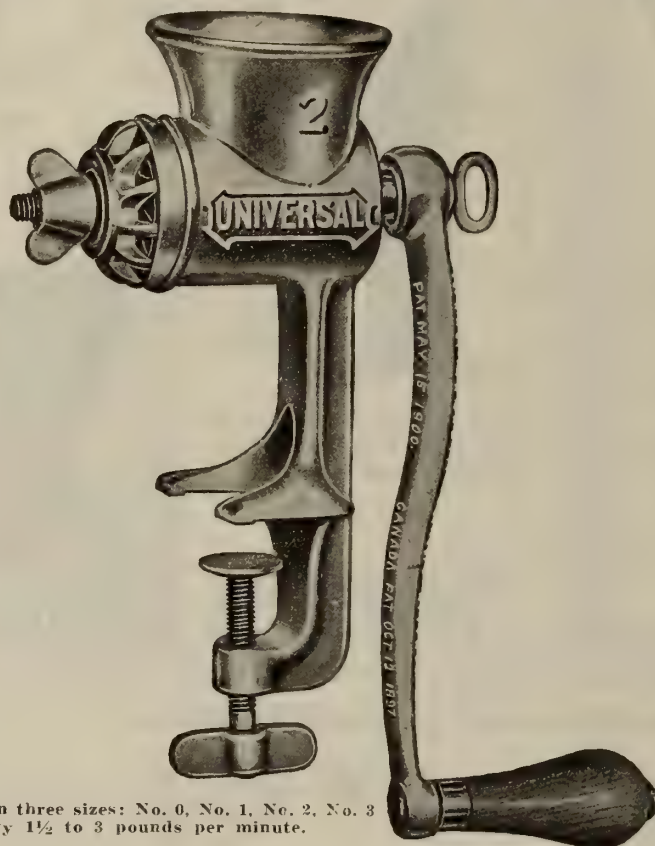
Write for prices and particulars re exclusive contract and do it to-day—NOW.

**The Maytag Company, Limited, Winnipeg**

*If interested, tear out this page and keep with letters to be answered.*



**Easy to Operate, Easy to Clean  
Readily Bought When Once It Is Seen**



Made in three sizes: No. 0, No. 1, No. 2, No. 3  
Capacity 1½ to 3 pounds per minute.

**UNIVERSAL**

## UNIVERSAL FOOD CHOPPER

While everyone knows in a general way what the Universal Food Chopper accomplishes, few appreciate what important economy it will work in the home. It is your duty, aided by the material which we gladly furnish, to impress on your prospective customers the great saving in home expenses effected by the Universal Chopper and the endless variety of dishes it is capable of preparing from materials that would otherwise be wasted.

Be sure to explain in your "sales talk" that the Universal was the first and is still the leading Chopper. You may say that this is due to its self-evident strength and simplicity of construction. Explain also that the chopper marked with the Universal trade-mark has self-sharpening bevel-edged cutters that cut the food cleanly and a feed screw that most thoroughly empties the barrel of food after operating.

Canadian Representatives: A. MacFarlane & Co., Montreal

**LANDERS, FRARY & CLARK**  
NEW BRITAIN, CONN.

*If interested, tear out this page and keep with letters to be answered.*



# This Juvenile Bicycle Retails at

# \$12.50

and still makes a good profit.

Stock it now for  
quick and easy  
hot weather selling.



The  
Little Hummer

HERE'S the first *real-for-sure* juvenile bicycle dealers have ever been able to offer at the remarkably low price of **\$12.50**. You *know* how quickly and easily it will sell this Summer. Our prices to *you* are unusually low, allowing a generous and attractive margin of profit. Write to-day for descriptive folder giving terms and prices. Stock Little Hummers *now* for Summer and get the *profit*.



## NOT A TOY—BUT A REAL BICYCLE

FOR BOYS AND GIRLS FROM FOUR TO EIGHT YEARS OLD.

### SPECIFICATIONS:

**HEIGHT**—Saddle to ground, highest adjustment, 27 inches.

**HEIGHT OF FRAME**—14 inches.

**WHEEL BASE**—31 inches.

**FRAME**— $\frac{3}{4}$ -inch tubing, forks unbreakable oval steel.

**WHEELS**—Of steel, 16 inch diameter. Twenty spokes. Ball bearing.

**TIRES**— $\frac{3}{4}$  inch cushion rubber.

**SADDLE**—Leather top, full spring, cushion comfort type and adjustable.

**CHAIN**—Regular bicycle type 3-16 by 1 inch tempered steel.

**HANDLE-BAR**— $\frac{5}{8}$ -inch bar, nickel-plated, regular motorbike type.

**FINISH**—Frame, bright red enamel; wheels, black enamel; other parts nickel-plated, including handle-bars, seat-post, seat trimmings, sprockets and cranks.

# LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

*If interested, tear out this page and keep with letters to be answered.*

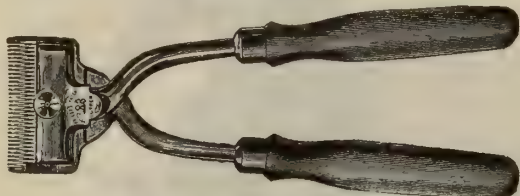


# PRIEST'S HORSE and TOILET CLIPPERS

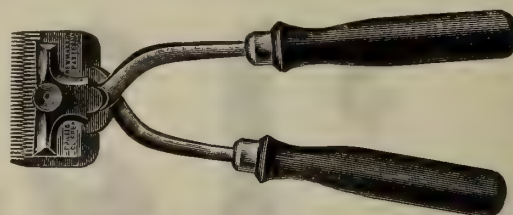
## Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

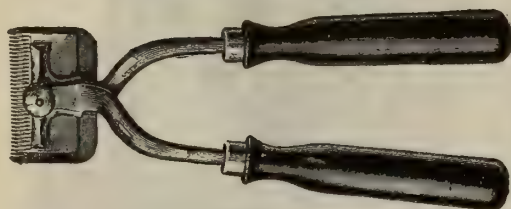
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



**BALL BEARING**  
Retailing at about \$2.50.



**NEW MARKET PATTERN**  
Retailing at about \$1.75.



**LENOX**  
Retailing at about \$1.50

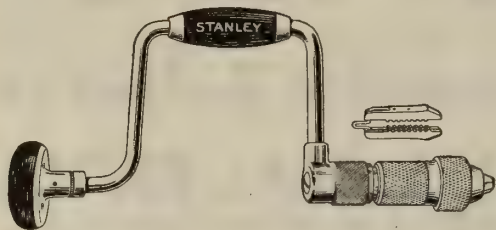
If you are not familiar with these goods, send for samples and compare them with others.



**Hunter, Fetlock and Dog Clipper**  
Retailing at about \$1.50.

**A. MacFARLANE & CO., Coristine Bldg., MONTREAL**  
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

**Stanley Tools**



### Stanley Bit Brace No. 811

The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball-bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

ADDRESS

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.



Place Your Order Now  
FOR

## KEYSTONE Stapled Metal Case Brooms Patented

The illustration shows our new broom, invincible for heavy sweeping. The Metal Case adds great strength and durability, ensuring absolute satisfaction at all times.

WRITE FOR PRICES, Etc.

**Stevens-Hepner  
Co., Limited**

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



*If interested, tear out this page and keep with letters to be answered.*



# Toncan Metal News

Vol. I—No. 1

Published In the Interest  
of Better Sheet Metal

JULY—1916

## TONCAN METAL PROTECTS TRAYMORE HOTEL PATRONS

Architects for Famous Hostelry Provide for Guests'  
Comfort in a Unique Manner

On each of the 1200 window frames in the Traymore Hotel there is a wind shield made of Toncan Metal Galvanized Sheets which serve as a protection against the wind, rain and salt spray of the ocean.

The problem with which the architects, Price & McLanahan, Philadelphia, were confronted was that of procuring sheet metal which could resist the severe corrosive influences of salt water and sea air, yet be moderate in cost. So they specified corrosion-resisting Toncan Metal Sheets; McFarland-Meade Co., of Philadelphia, doing the sheet metal work.

Salt water and sea air are very destructive. Ordinary sheet metal cannot withstand them. Yet Toncan Metal has been thoroughly tested out and found capable of resisting these severe accelerators of corrosion splendidly. Countless



TRAYMORE HOTEL, ATLANTIC CITY, N.J.

instances where Toncan Metal has been subjected to salt water or brine have demonstrated this material's ability to combat these destructive influences.

Toncan Metal is not a new product. To the contrary, it has been in use for years in the form of roofing, cornice, window frames, conductor pipe, ventilators, culverts, silos, lath and many other products, too numerous to mention. And these years of actual service, under all sorts of conditions, have proved Toncan Metal's

superiority over any other sheet metal from iron ore.

Without Toncan Metal, the architects for the Traymore Hotel would have undoubtedly resorted to some prohibitive priced material. As it is, double economy is procured because of the moderate first cost of Toncan Metal Sheets and the low ultimate cost due to the material's durability.

## PURITY

An Important Factor in the Making  
of Durable Sheet Metal

The most dangerous impurities found in iron ore products are Copper, Carbon, Sulphur, Manganese, Phosphorus and Silicon.

When these impurities group together in different portions of the material, they "disagree." An electrolytic action is started, similar to that in an electric battery, and the metal sheet corrodes. Consequently, to prevent this, the impurities must be reduced to the lowest possible point.

A small percentage of these impurities, however, are needed to give the metal sheet proper working qualities and some of the impurities are impossible to eliminate entirely. Therefore, no sheet metal can be 100% pure.

Toncan Metal is as near 100% pure as it is possible to make sheet metal from iron ore. But this alone would not make Toncan Metal Corrosion-resisting, because, if permitted, the impurities still remaining in the material would group together and start an electrolytic action; therefore, they must be uniformly distributed throughout the material. Then the metal is homogeneous.

Toncan Metal is both homogeneous and pure; hence its durability.

## A PITFALL

The use of the term—  
"Standard Gauge" loses money for  
sheet metal users

Sheet metal men often use the term "Standard Gauge" when ordering sheet metal products. This is a meaningless and dangerous term.

At one time 28 gauge was known as "standard gauge." Then, when lighter gauge was demanded by some users, 29 gauge was called "standard gauge." To-day, if a man specifies "standard gauge" roofing, for instance, he may get a much lighter weight than he expects and pays for.

The safest way is to order sheet metal which is not made lighter than 28 gauge. That is Toncan Metal.

**IMPORTANT:** Genuine Toncan Metal Sheets and Products bear the trade mark.



### DURABLE ROOFING

Apply these questions to any  
roofing you sell:

- Will it burn?
- Will it melt?
- Will it dry-up?
- Will it crack?
- Will it corrode quickly?

If it's Toncan Metal Roofing  
the answer is "NO" in every  
instance.

Toncan Metal Roofing (Painted  
or Galvanized), represents true  
roof economy.

Write for a copy of the "Sheet  
Metal Primer."

The Pedlar People  
Ltd., Oshawa, Ont.  
Canadian Distributors

The Stark Rolling  
Mill Co., Canton, O.  
Sole Makers



If interested, tear out this page and keep with letters to be answered.



# An Appeal to Men of High Calibre

**H**AVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals*; or to put it more definitely, by the *Common people*. The spirit or impulses of *leaders* must pass downward—to the *Common people*.

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

**Y**OU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

**H**ERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price \$3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

## THE FINANCIAL POST OF CANADA

143-153 University Ave.

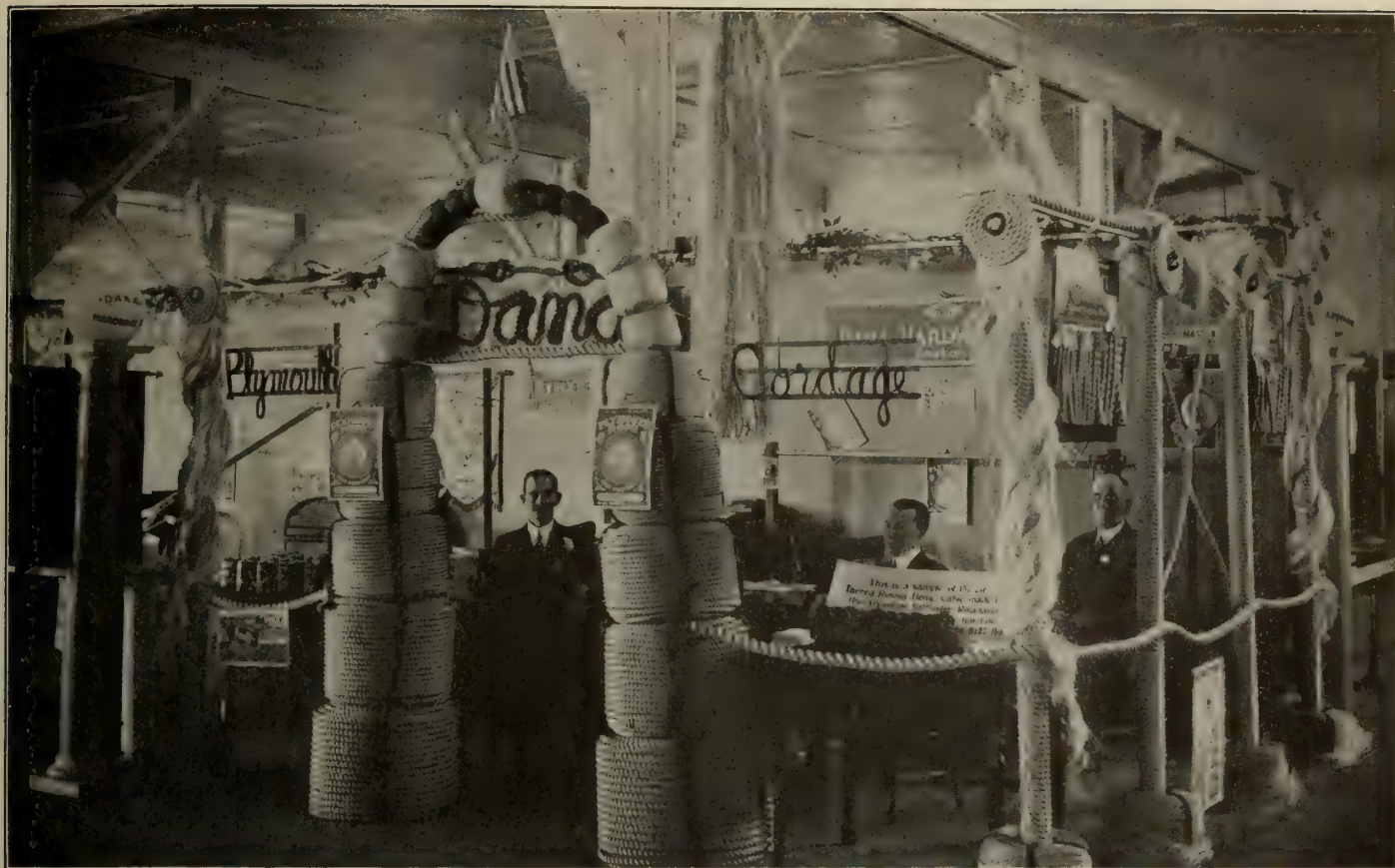
Toronto

THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....





## Think This Over

The Dana Hardware Company is one of a hundred recognized wholesale distributors of Plymouth Rope. This is its booth and exhibit at a recent hardware convention in Boston.

Plymouth Rope is but one of the hundreds of items which each of these wholesalers carry, yet it is recognized by each of them as one of the most important—witness the selection of Plymouth goods for Dana's convention display.

And this is so because Plymouth builds permanent profits and maximum good-will for the effort invested in pushing it—a fact you already know if **you** happen to sell it.

If you do not sell Plymouth, the combined experience of these hundred wholesalers—made possible in turn by the similar experience of several thousand retailers—is something for you to think about.

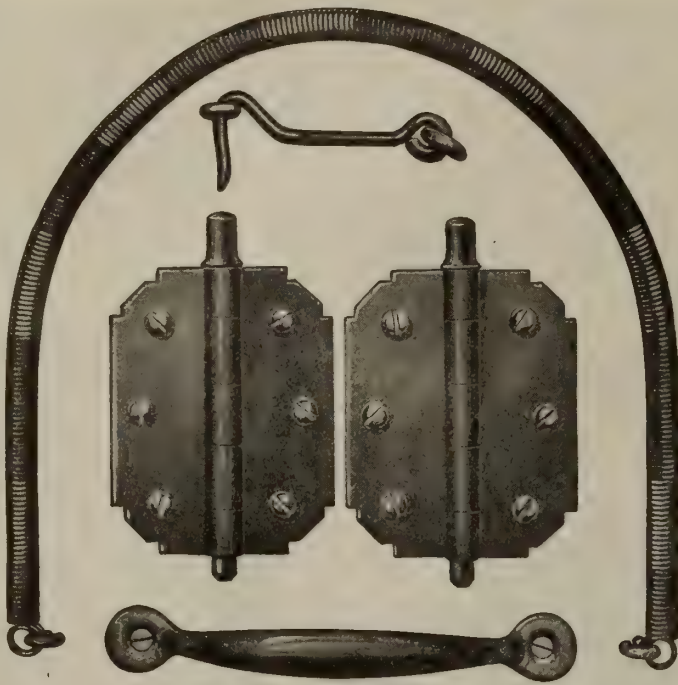
**PLYMOUTH CORDAGE COMPANY**  
NORTH PLYMOUTH, MASS. WELLAND, CANADA

**INDEPENDENT CORDAGE CO., LIMITED**  
TORONTO, CANADA CANADIAN AGENTS



*If interested, tear out this page and keep with letters to be answered.*





No. 175 SCREEN DOOR SET

## Order Your Hardware for Screen Doors **NOW**

Don't wait until the Spring  
is over and the season  
advanced.

**BE PREPARED**

Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Can.**

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,  
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware  
Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

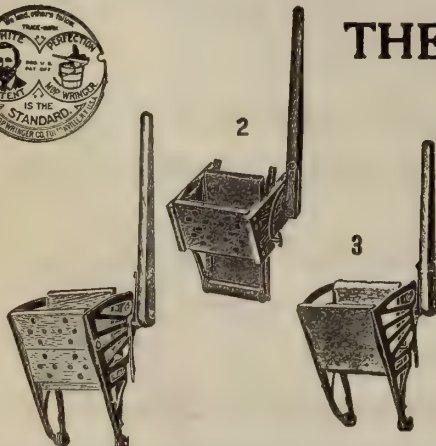
PEMBROKE

ONTARIO

MADE IN  
CANADA



It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.



## THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and  
perfectly.

Hundreds of thousands of them already in use, and  
our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

*Apply to them or to us.*

**WHITE MOP WRINGER CO.**

FULTONVILLE, N. Y.



*If interested, tear out this page and keep with letters to be answered.*



# Presto!



The NORTH STAR IGNITION BATTERY is alive—full of energy—electric. Never fails to give your customers complete satisfaction.

## The Western Battery for the Western Need

As a handler of batteries, sell this freshly made one—with the date of packing on the bottom.

Western firms "Delivering the Goods" have first call on your favor. The NORTH STAR batteries are the equal of any made—and better for your Western customers.

Has your jobber's salesman seen North Star batteries made? If he hasn't—tell him to do so next time he's in Winnipeg—and come to the factory yourself when in the city. You will be surprised and pleased with your visit.

Your jobber will supply you with NORTH STAR CELLS.

**CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA**



### Every Automobile Owner Wants Protection Against Accidents

### Every Ford Owner is a good prospect for a LINE SUB-RADIUS ROD

because it insures radius rods from breaking—or bending—keeps the front axle in perfect line at all times. Stops the vibration of front axle, giving that steadiness to the steering wheel that heavier cars have. By eliminating the vibration of the axle it reduces wear on ball and socket on rear end of radius rods. It will make the car run much straighter and easier to steer, especially on roads that are rutted badly.

Simple, Dependable, Durable, and a Money Saver for the User.

A line that will pay you a handsome profit and bring you much business.

Manufactured by

**Line, Hansen & Kimball Co.**  
50 High Street - Moose Jaw, Sask.

### Accessories for Ford Cars

The Edwards line of automobile accessories means the utmost in quality and reliability. We make sure that our goods are capable of performing the highest duty before supplying them to our trade—this great care, plus long experience and our guarantee protect you and your customers absolutely.

If you have not an auto accessory department it will pay you to get in the swim at once. The Edwards line is a surprisingly good seller and pays a handsome profit.

We are positively headquarters in Canada for Accessories for Ford cars.

Send for this Book.



Our service is quick.  
Our prices are lower.

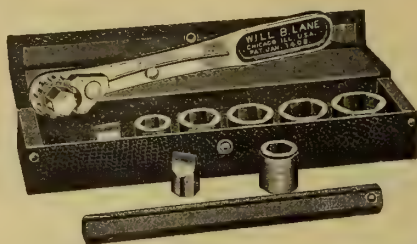
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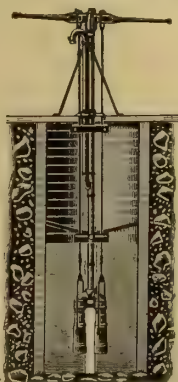
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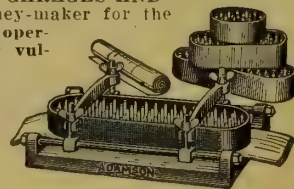
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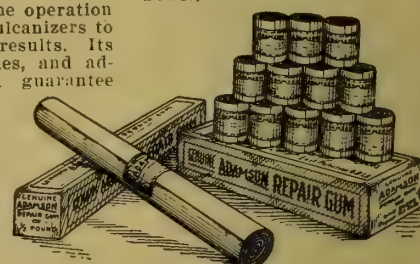
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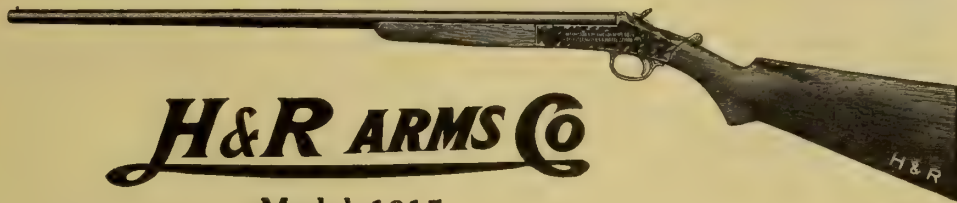
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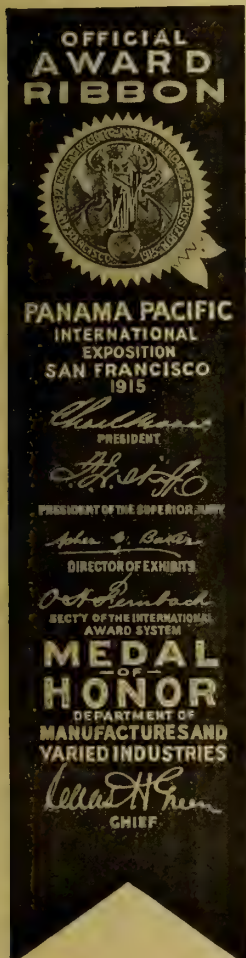
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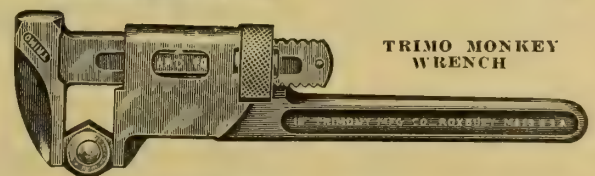
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WITH FLAT-LINK OR CABLE CHAIN

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The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

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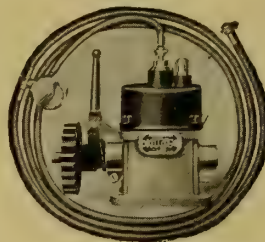
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**HAMILTON TORONTO**



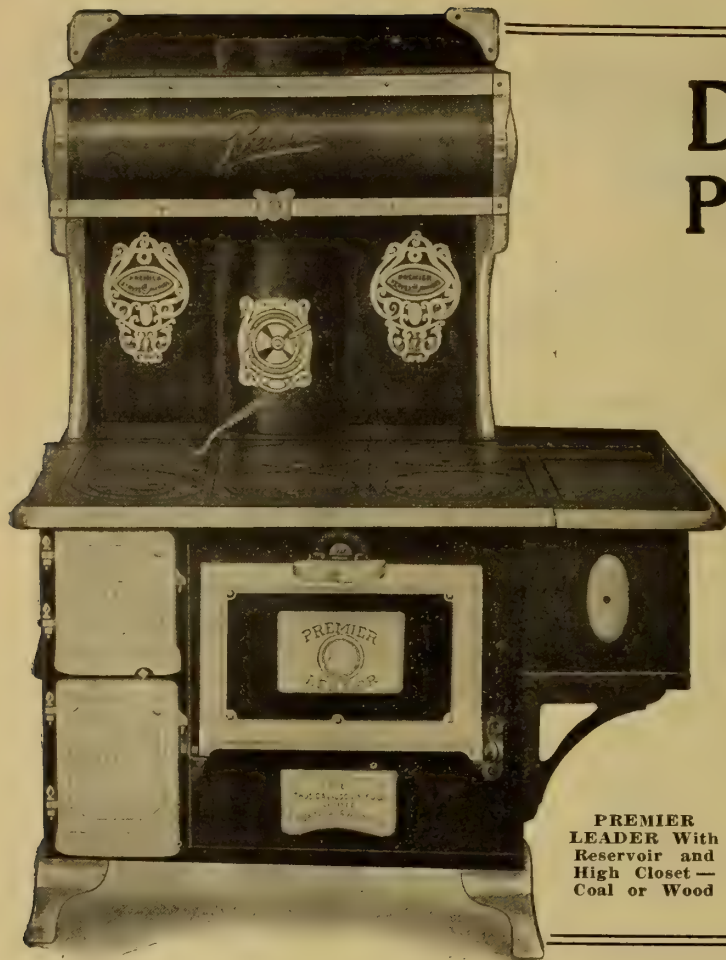
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**PREMIER  
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Reservoir and  
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Coal or Wood**

# DAVIDSON'S PREMIER LEADER

## Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

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**The Thos. Davidson Mfg.  
Company, Limited**

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*Are a Protection and Finish  
for Any Building*

Every modern office, church and theatre is having them installed.

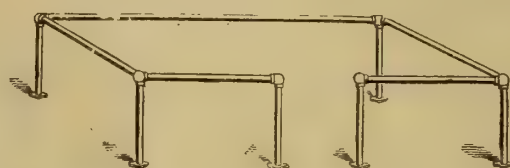
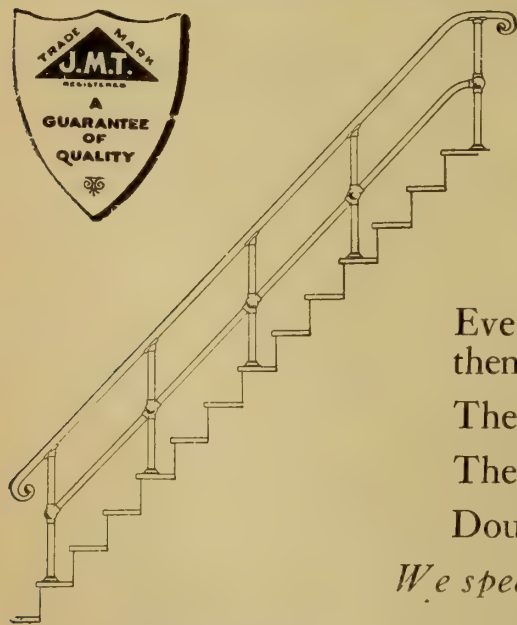
They are attractive and sanitary.

There is an opening for this line in your district.

Doubtless you have had inquiries already.

*We specialize in rails. Take advantage of our experience.*

Prices and Sketches upon Receipt of Specifications.



**The James Morrison Brass Mfg. Company, Limited**

93 97 Adelaide Street West, Toronto

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SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

We are selling

## M-R-CO. Die-Stamped Eavetrough

to scores of men who formerly made their own trough. Why do they buy it? Simply because

**they find it saves them money!**



The joints fit as though they grew together. Saves two-thirds of the labor and one-half of the solder. And there are fewer joints, too, because M-R-Co. Die-Stamped is made in 10 foot lengths. Correct Shape.

TRY "DIE-STAMPED" ONCE—YOU WILL NEVER GO BACK TO THE OLD KIND

M-R-Co. pipe is straight and true with a wide, tight seam

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**

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## TABLE I-XL CUTLERY

Manufactured by

# GEO. WOSTENHOLM & SON

4618T



4618T

Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath-brick and knife-cleaning boards.

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**A. MACFARLANE & CO., Montreal, Canadian Representatives**

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Eavetrough, Conductor Pipe, Elbows, Valley, Ridge Roll, Ventilators, Skylights, etc., and CORRUGATED IRON.

Get our prices for Galvanized Sheets.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**



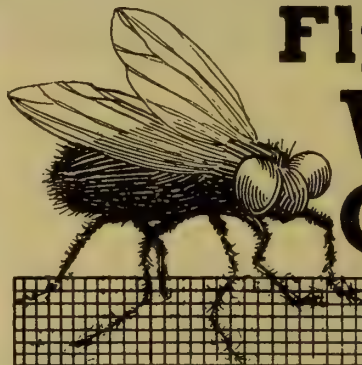
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A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

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OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

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**Eastern Representative:**  
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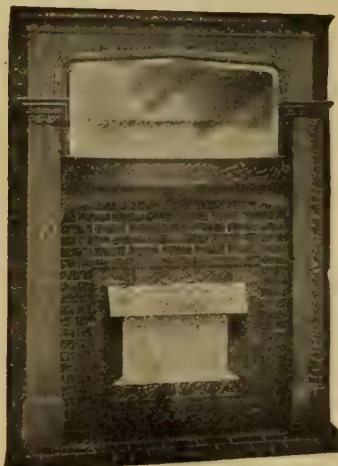
This is not merely a side-issue with us.

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We offer you this wonderful little pick with attractive display box.

It's a dandy seller and a good profit maker.

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New York City

Exterior View

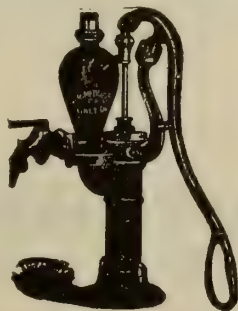
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Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



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**Canadian Consolidated Rubber Co.**  
Montreal, P. Q. Limited

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**28 "Service" Branches Throughout Canada**



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, JULY 27, 1916

No. 31

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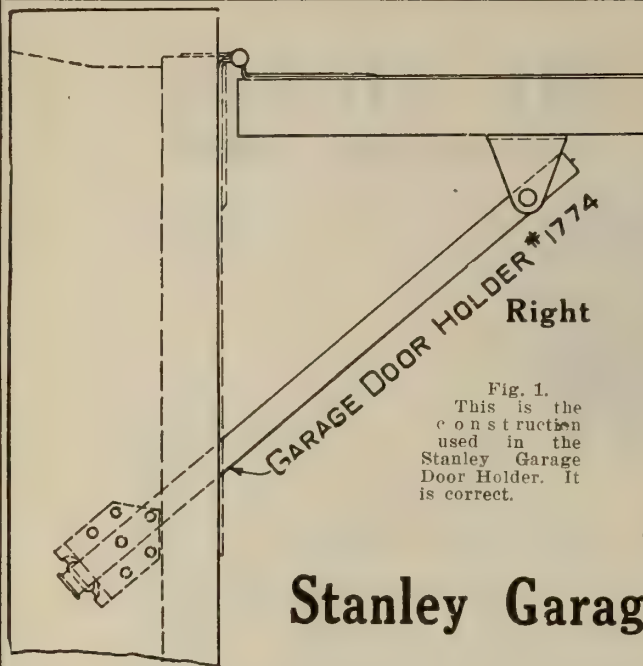


Fig. 1.  
This is the construction used in the Stanley Garage Door Holder. It is correct.

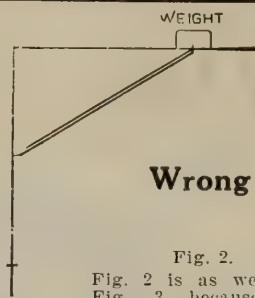


Fig. 2.  
Fig. 2 is as weak as Fig. 3 because the brace strength is measured by the shortest weakest length.

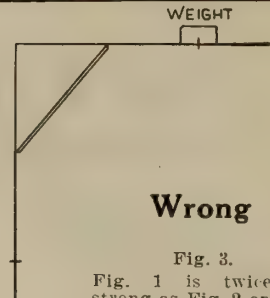


Fig. 3.  
Fig. 1 is twice as strong as Fig. 2 or Fig. 3 because the brace is applied twice as far out.

*Study these diagrams and observe the mechanical correctness of the*

## Stanley Garage Door Holder, No. 1774

**A**LL parts have a high factor of safety and there is nothing to get out of order or to cause trouble. It is a necessity for all kinds of garages, brick or stone, concrete or wood, old or new.

Selling this is easy. It's something everyone needs. And it nets a very satisfactory profit.

The Stanley Door Holder is now in thousands of stores as a standard product.

It will pay you to stock it, too.

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**The Stanley Works, New Britain, Conn., U.S.A.**  
**NEW YORK CHICAGO**

100 Lafayette Street,

73 East Lake Street,

Canadian Representatives:

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## "QUEEN'S HEAD" GALVANIZED IRON

will not give

**"QUEENS HEAD" WEAR**

or

**"QUEENS HEAD" SATISFACTION**

John Lysaght, Limited

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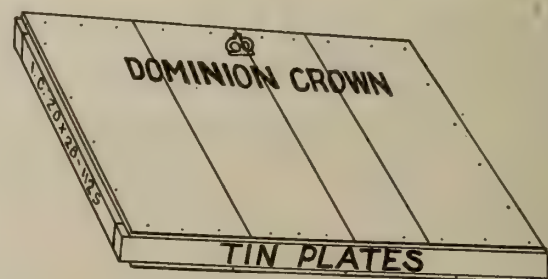
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MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch

## Charcoal Tinplates



High-Grade Quality

Extra Heavily Tinned

Insist on "DOMINION CROWN"

**A. C. LESLIE & CO., LIMITED**

MONTREAL

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## An Education for Accessory Salesmen

*Studying Individual Parts and Making Savings for Car Owners — Motor Knowledge Quickly and Cheaply Gained at Schools or by Catalogues — Eager Young Clerks Ready Learners—Wonderful Growth of Auto and Accessory Business in One Instance*

From an authorized interview with Ernest Millen, of John Millen & Sons, Montreal.

IN taking up any new line of goods the prime requisite of the salesman is a knowledge of them. This rule that is true of all lines is doubly true of auto accessories, a highly specialized and mechanical product of which the fine sales result may only be enjoyed by the dealer or clerk who is thoroughly conversant with his goods and in a position to advise customers in their buying. He must be able to suggest remedies for car troubles and to be of real service to his clientele by saving both money and inconvenience for them.

### Accessory Education Easy

An education in the accessory lines is not as formidable as the size of the line might indicate. Most manufacturers get out booklets that contain detailed instruction in the use of and covering every known disability of their particular product. Thus in the case of a certain well known line of carburetors, the information along these lines is so complete that the lay mind can grasp the essential features of it in spite of the intricate detail which the discussion of so complicated a subject entails.

Carburetors, spark-plugs, batteries, chains, etc., all told their little secrets, the mastery or ignorance of which means cheap pleasure or expensive irritation to the car owner and proportionate profit or the lack of it to the deal-

er. There is an especially large field for carburetor study and sales because a very large percentage of car trouble arises from them. This is especially true at this time when gasoline is so high for if the function of this accessory is understood a saving of 25 per cent. can be made in the gasoline consumption. That would show the salesman student in his best light to the customer and to save money for the customer so to attract more trade to the store.

### Concrete Instances

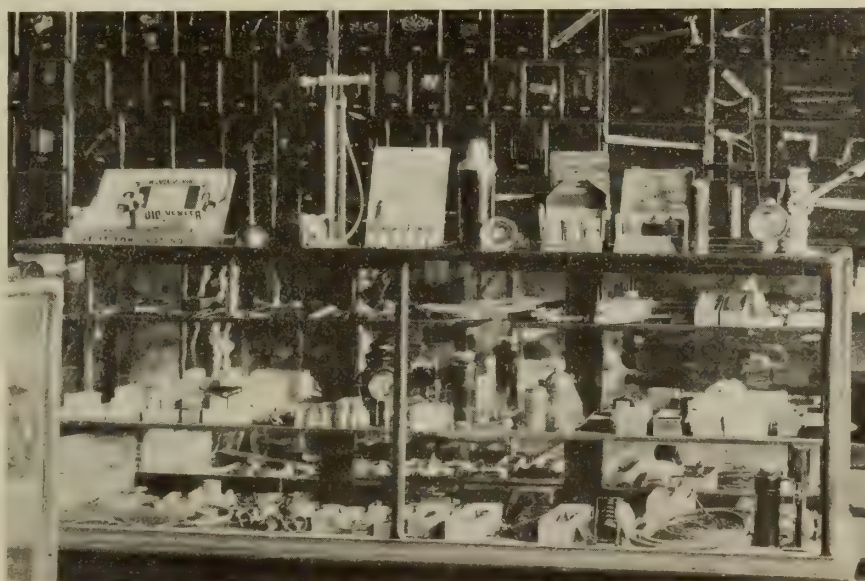
A case in point was an order received here a few days ago for a ½ in. spark plug for a certain car. A very slight knowledge of the car indicated that a "half inch" long spark plug which has a somewhat longer shell than the regu-

lar half inch would develop at least 10 per cent. more efficiency in the car. This fact was pointed out and the substitution made. The moral of the story is obvious. If customers were always as ignorant and salesman always in a position to rectify that ignorance the sales results would be enormous.

The extreme reverse side of the picture is represented by another incident. A customer wanted something—he did not know just what—to carry oil from the can to his car tank. The salesman suggested a cable. The customer was merely ignorant, not stupid. So he strung the salesman along. "Well how will the oil travel through the cable?" "Oh, it goes over the wires." The moral here is equally obvious.

### Cheap Knowledge

The sale referred to represented knowledge gained by study. That last is within the grasp of every dealer and clerk at the minimum of expenditure of time, money or effort. There are in every large city now automobile schools where the veriest greenhorn can in one or two months at a cost of from \$10 to \$25 master the essential points of a car and which the closer association of daily contact will eventually ripen into a complete mastery of the problem.



Showcase devoted exclusively to Motor Accessories in store of McClatchie Bros., Cowansville, Que.



Another invaluable and absolutely free aid to study are jobbers' catalogues which are so complete a sales reference book, that they form one of the best text books available for the learner.

### Young Clerks Ideal Students

In this day of age, the young male mind naturally reverts to mechanics and motors as naturally as to bats and balls. The study of them by young men is not usually a task; it is the keenest joy. They gladly devote themselves to such study under the stimulus of the slightest encouragement. This is the merchant employer's great opportunity to take advantage of a great natural liking of the clerks to further his own ends. Each man should be especially equipped if possible. Better results will be obtained in this way. Thus one man could in addition to a general mastery of car problems specialize in a detailed study of some associated group such as all kinds of oils, and lubricants, gasoline, oil cups, vacuum systems, etc. Another man might take carburetors, spark-plugs, etc. Intelligent salesmanship could then be applied to every problem that occurred and in reality every sale of these specialized products is a special problem because the article is required to correct or improve some certain definite condition of the car, its comfort, speed or to obviate bad natural conditions such as bad roads, etc.

### A Grown Up Son

There is no longer any argument as to the need of the education referred to. It is merely a case of how best to get it. The auto accessory line is naturally a hardware line but the trade as a whole has only awakened to that fact with the realization that the infant son of the hardware industry has become more important than the father. In short the relations of the two are becoming reversed. Auto accessories have become as integral a part of our civilization as hammers or razors.

### One Set of Facts

The business built up around the Ford car alone is amazing. Formerly this car enjoyed a monopoly of the low priced field. Now it shares the business with many competitors around each of which an accessory business develops, thus multiplying the opportunities in that line. One car may require extras that the construction of another car renders unnecessary.

That there is a big market for attachments to Ford cars which are made by outsiders, is indicated by the sale of a single device which returned to the maker upwards of \$1,600,000 in 1915. That was what the manufacturer got—

the dealers put their margins on top of that. It is no uncommon thing, in fact it is quite usual, for the purchaser of a Ford to install a starter, electric lamps, a more artistic radiator, demountable rims, shock absorbers, improved steering devices and frequently wire-spoke wheels. Some of these things are put on for convenience and some for improved appearance.

### Women and Starters

Probably not less than 20,000 Ford cars were sold to women in 1915 which would not have been sold had there been no electric starting device for Fords. Women do not ordinarily like to crank cars. And how strong is the appeal of the starter is emphatically demonstrated by the fact that Ford's general agents in many cities have starters attached to their own Ford cars although the whole policy of the Ford Company is bitterly opposed to the manufacture of accessories for their car which they maintain is complete when sold. The public however, decrees otherwise and buys vast quantities of accessories for it.

As an indication of this fact there might be cited the case of one who merchandised several attachments and had figured that most of such things would be purchased by men who already owned Ford cars—to improve them, make them ride more easily, add to their convenience, etc. But the reverse happened; for more than 70 per cent. of the attachments were sold to purchasers of brand-new Fords.

### The Chief Point

So the whole purpose of this argument is to demonstrate, first, that the demand for accessories exists and second that the young clerk who shows an aptitude for motors can be cheaply and advantageously educated to constructive accessory salesmanship. And what is true of general hardware is true of this line. Specialization is necessary in all branches of selling, the personal education, the advertising and the window and counter displays which should occur at frequent intervals. In each case one article rather than a variety of them should be picked out and featured to the fullest extent.

## War Benefits Motor Industry

*Rapid Development of Auto Accessory Business — Cars Have Been Put to Severe Tests—Many New Improvements*

THE great automobile campaign now under way in the States is part of a vast scheme to double the number of auto owners in a year's time, and although not primarily directed at Canada, there is no doubt that we in this country will feel the indirect effects of it.

Probably no industry other than munitions and the basic metal industries has benefited more by the war than the motor industry. The conditions of war have not only greatly increased the use of them in the war zone, but have put Canadian and American cars to such severe tests as to call forth all our native inventive ingenuity to overcome. Men have devoted themselves afresh to these problems, and have overcome them. The entire industry has received a new impetus that we may expect to influence the channels of trade here long after the war, its prime cause, has ceased.

### Accessory Branch Benefited

Every branch of the industry has benefited, and none more than the accessory branch, which has multiplied in quantity as well as advanced in quality in keeping with the new demands and consequent discoveries of a motor war, which have resulted in improvements all along the line from the \$350 a set shock

absorber to the 50c can of leather dressing for the rehabilitation of old automobile cushions.

Competition is so keen amongst manufacturers that each new departure has as its underlying cause the fact that it is either a distinct mechanical improvement or is of cheaper manufacture and selling cost, thus establishing a reason for its existence. That being the case, the market is not being flooded with a lot of novelty attachments that are simply profit-makers for manufacturers and dealers, but rather new pleasures are extracted from the sport of motoring as a result of the increased efficiency developed. Thus, in the case of the shock absorbers, which do so much to make riding pleasant, or in a new differential which has been developed, and which equalizes the various differences of speed and strain that develop in the wheels of a car as a result of road inequalities, etc. This last-named improvement is stated by competent authorities to represent the biggest single development of the industry in the past five years, so that practically every car will use one, and as a result of manufacturers' differences there is no possibility of its being placed on the car in the initial manufacture, but will be sold separately as an accessory pure and



simple. The installation of this improvement so obviates wear and tear on a car and so adds to the comfort of riding in one that the owner of every car will become more than a prospect for a sale—he will represent a very strong possibility. It is as though cars were turned out from the factory with only three wheels, and had to go to dealers for the fourth wheel.

A new departure in radiators also represents an additional opportunity to the hardware dealer who seeks to extend his business.

#### Importance of Good Oil

Motor experts state that 75 per cent. of automobile troubles are oil troubles. In other words, the dealer who can secure a good oil to handle has one of the chief essentials of an accessory trade, one that should serve to foster and encourage business in the other less necessary lines.

Recent improvements in oil refining have served to direct new attention to this line and make it more profitable.

Another new line is the wind shield

for tonneaus so that the people in the rear seats may be protected from the wind which the front wind shield will not keep off them. Another great recent development has been an aluminum welding compound which has revolutionized the welding of some metals and which is certain to be necessary to all owners of aluminum, brass and copper articles.

As we begin to devote more and more of our time and money to dress and appearances generally, the movement spreads to all our possessions and the automobile is particularly susceptible. It is for this reason that greater variety and efficiency has developed in the wide range of radiator cements and finishes, varnishes and enamels, soap and polishes and pastes. The tins are made supremely attractive, even more so than paint tins, and offer one of the best display agencies of the whole line, as a result of their very attractive labels. Most of this line can be used and is sold for use in a great variety of articles other than automobiles. They

are as staple as nails and are as necessary to the owner of harness as of autos. Speaking of this line one large jobber said: "I can't get this stuff in fast enough. I buy it in bunches of from one to three dozen gross, and yet I can't keep it in stock. It is such a popular shelf line that the dealers clamor for it."

It is becoming a matter of more vital importance month by month that this immense trade which still continues to grow should be shared by the hardware dealers. It is so tremendous that one branch of it, the accessories for Ford cars alone now have special catalogues to themselves in jobbers' lists. It is not meant that the hardware trade should attempt to carry all of these—but they can carry the staples of the auto trade, such as spark plugs and those of both auto and general hardware trade, such as the varnishes already mentioned and various tools, oils, etc., common to both, while the more expensive articles may be sold from catalogue.

## Assortment That Can Be Secured For \$100

Quantity.	Articles.	Sale Prices.	Cost to Dealer	Quantity.	Articles.	Sale Prices.	Cost to Dealer
2	Tire cover, 30 x 3½	\$2.00	\$ 1.50	1	Zylo shell goggles (regular)	.65	.45
2	Pair tire chains, 30 x 3½	5.50	3.50	1	Zylo shell goggles (large)	.90	.65
2	Improved tire reliners, 30 x 3½	3.50	2.40	1	All Won motor goggles	1.00	.75
2	Inside blowout patches, 3½ & 4 in.	.80	.54	1	Motor goggles (large)	1.35	1.00
1	Inside blowout patch, 4 & 5 in.	.45	.30	1	Motor goggles with shield	1.25	.90
2	Outside blowout patches, 3½ & 4 in.	1.30	1.00	1	3-In-1 tire tool	1.50	.45
1	Outside blowout patch, 4½ & 5 in.	.80	.60	1	Rear end tire holder for Fords	3.25	2.25
2	Boxes assorted no-cement patches	.90	.70	6	Exhaust deflectors	1.20	.90
4	Boxes cementless patches	1.00	.68	1	Tool box (22 x 9 x 7)	2.50	1.60
3	Tins ¼ pint rubber cement	.45	.30	2	Improved screw jacks	1.90	1.00
2	Tins ½ pint rubber cement	.50	.34	1	Evenlite for Fords	3.50	3.00
2	Tins ¼ pint vulcanizing cement	.40	.30	1	Exhaust whistle	2.50	1.75
2	Tubes tire cut filler	.90	.64	2	Ford special clocks	4.50	3.30
1	Vulcanizer	3.00	2.05	1	Steering wheel clock	3.50	2.25
2	Rolls repair gum	.50	.34	5	Sets rubber pedal grips	1.85	1.35
2	Tire gauges	2.50	1.90	6	Robe rails for Fords	3.60	2.40
1	Handphone mechanical horn	4.00	2.75	8	Ford spark plugs	4.80	2.00
4	Glaroscopes	1.40	1.00	4	Ford priming sparg plugs	1.00	2.60
1	Electric hand lamp	1.35	.90	1	Improved muffler cutout	1.50	1.00
12	Spark plugs	7.20	3.24	2	Muffler cutouts	2.00	1.30
2	Spark plug cases	.70	.50	2	Clutch releases	.80	.50
2	Boxes Speedoline tablets	2.00	1.50	2	Foot accelerators	2.00	1.40
2	Comb, grease & oil guns	1.70	1.00	1	Auxiliary radius rod	4.00	2.00
2	Brass oil syringes	1.00	.70	1	Rear axle truss	1.50	1.05
2	Oil cans	.40	.28	6	Steering rod anti rattlers	1.80	.95
4	Oil can holders	.60	.40	3	Radius rod anti rattlers	1.05	.60
2	Gasoline hydrometers	.70	.46	2	Sets brake rod supports	1.00	.70
2	Tins body polish	1.50	1.00	4	Sets heavy duty hubs caps	1.60	1.08
1	Tin mohair dressing	.80	.60	5	Double fan belts for Fords	1.50	.95
1	Tin mohair cleaner	.60	.40	2	Front license brackets	.60	.40
1	Tin top lining dye	.60	.40	2	Rear license brackets	.60	.40
1	Tin leather dressing	.55	.35	5	Crankcase oil gauges	1.00	.80
1	Tin black cylinder enamel	.80	.60	1	Improved dash oil gauge	1.15	.80
1	Tin black metal finish	.50	.35	2	Grease & oil guns for Ford	.70	.56
1	Tin engine enamel	.80	.60	12	Brass grease cups	1.44	1.10
3	Tins radiator compound	1.80	1.35	12	Ford inlet hose	.96	.75
2	Tin carbon remover	1.60	1.20	12	Ford outlet hose	1.08	.80
2	Gas cleaning brushes	.80	.50	2	Ford assemblies for Fords, 1912-14	2.00	1.50
1	Single spoke brush	.40	.25	2	Wire assemblies for Fords, 1915-16	2.20	1.64
1	Split spoke brush	.65	.55	2	Valve spring lifters	.80	.60
1	De Luxe duster	.60	.45	2	Valve grinding tools	1.80	1.20
6	Spark plug brushes	.90	.72	6	Adjustable wheel puller	.90	.50
10	Boxes assorted cotter pins	1.50	1.00	2	New type wheel puller	.60	.35
5	Boxes lock washers	1.00	.60	2	Engine gasket sets for Fords	1.00	.80
2	Taper pins	.90	.60	1	Felt washer set for Fords	.75	.55
2	Boxes assorted springs	1.00	.60	4	Automatic starting crank holders	.80	.64
6	Boxes valve grinding compound	1.80	1.14	4	Crank holders, leather	.80	.60
2	Atlas valve lifters	.90	.61	3	Triple end cyl. head wrenches	.90	.66
1	Micalite goggles (1 color)	.50	.35				
1	Micalite goggles (2 color)	.70	.50				
1	Zylo shell goggles	.75	.55				
						\$150.08	\$100.00

The above gives an excellent idea of the amount of stock a merchant can purchase on an outlay of \$100. Selling prices are also shown.



# An Old Customs' Ruling Revived

*Importers Are Confronted by an Old But Practically Unknown Duty Regulation—Duty to be Calculated on Market Price at Time of Exportation—The Situation Discussed With Several Importers.*

*To importers the following article will be interesting. It deals with a situation which has recently arisen in regard to the matter of duty upon commodities coming from other countries into Canada. The ruling is not a new one, but it has not been rigidly enforced for some years. Now, however, it is being carried out, and this at the worst time for all who import goods, inasmuch as goods are advancing in price rapidly, sometimes, indeed, overnight. The regulation referred to bases duty charges on the value in the country of exportation—at the time of shipping the goods. The Hardware Association, Grocers' Guild and Dry Goods Association, all of Montreal, have been called to a meeting convened by the Board of Trade in that city to discuss the regulation. Meanwhile the following explanation will show to importers, wholesalers and retailers the reason why duty charges at the present time may be larger than the importer supposes.—Editor's Note.*

**M**ONTREAL — (Special) — Staff Correspondence. — A Montreal manufacturer of shirts bought some material in New York some weeks ago at 9½¢ a yard. This material has since advanced 2¢ in value. He received the goods last week after paying a duty that was based on the present valuation of 11½¢ a yard.

Naturally he was surprised. The printed slip that he received early in the week notifying him that he must pay duties that were based on a present valuation of the goods was the first knowledge he had of the bare possibility that duty would be on such a basis. So he, like scores of others who have just made this discovery, is besieging Ottawa with letters of protest. Meanwhile the ruling is being mercilessly enforced in Montreal on imports of every description and raising the costs there in proportion as the goods have advanced in value since importers ordered.

## This Is the Ruling

Section 40 of the Customs Act sets forth what factors shall determine the amount of duty on goods imported into Canada. It reads thus: "Whenever any duty ad valorem is imposed on any goods imported into Canada, the value for duty shall be the fair market value thereof, when sold for home consumption in the principal markets of the country whence and at the time when the same were exported directly into Canada." The words "and at the time" represent the rub of the whole case at a time like this when prices are advancing overnight.

The full effect of the order is just be-

### (M)—Specimen form of Invoice approved by Canadian Customs (January, 1910) for goods sold by Exporter prior to shipment

Invoice of		(Place and date).....			
by	of	purchased			
from	of				
to be shipped from	per				
Marks and Numbers on Packages.	QUANTITIES AND DESCRIPTION OF GOODS.	Fair market value as sold for home consumption at time shipped.	Selling price to the Purchaser in Canada.		
			<table border="1"> <tr> <th>Amount.</th> </tr> <tr> <td></td> </tr> </table>	Amount.	
Amount.					

ginning to be felt and in many cases its very existence is unknown, but its general application is due to greatly increased costs of goods in all lines. The worst feature of the case from the importer's standpoint is the uncertainty of it. When he buys the goods at a certain price he naturally cannot foretell the extent of probable advances, yet under this ruling the extent of them will influence the duty he pays which for this reason he cannot determine until the goods are in his warehouse.

Aside from the question of added costs it induces an element of extra speculation and makes the selling of goods on samples based on orders lying in another country an extremely hazardous operation.

## Not a New Ruling

R. S. White, collector of customs for Montreal says: "Importers labor under a misapprehension in supposing this to be a new ruling of the department. It is not even a new application of an old ruling. This fact should be emphasized most strongly in order that importers will not suppose that they are being taken advantage of. This law has been in force for upwards of forty years in Canada. A similar one is in force in the United States. Its change would probably require an Act of Parliament, and presumably is a matter for the Canadian Manufacturers' Associa-

(4) That the said Invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country whence exported directly to Canada, without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually payable thereon or payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever;



tion rather than one for individual protest. At least it is law and the servants of the law must enforce it even though in some cases it works hardships on individuals.

"The ruling is also given prominence in the manifest which is signed by every exporter on shipping the goods and which states in section 4, that the invoice upon which the duty is based 'exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada.'"

Apparently this clause as well as the section 40 ruling, has been overlooked by importers in the past simply because normal ante bellum trade did not develop the large price advances that would bring this ruling into unfavorable prominence. At least no complaints were received in the past.

Presumably the ruling has always been in effect but as long as things went along without undue change there was no hardship felt. Things are abnormal now and have brought this feature into sharp relief. Some articles have been received here that have advanced 400 per cent. within the terms of this law. Dry goods that were sold on samples are received six or eight months after purchase in the States and subjected to duties based on any advances that have occurred since the purchase. The principal lines affected so far have been drugs, chemicals and dye stuffs but the regulation embraces everything, hardware and metals, dry goods, foodstuffs, etc.

#### The Other Side

"One answer to the present complaint is the assurance that prices cannot always go up and when they decline as it is expected they will the duty will react in the same direction thus giving importers the benefit of the lower value. Thus if goods which are bought at \$1 advance to \$1.50 between date of purchase and arrival in this country, the duty must be collected on the later valuation; equally if they decline to 50c the same rule holds true. It is simply making the date of shipment and not that of purchase supreme in duty valuation. The law is an old one and was presumably meant to provide some measure of protection to Canadian manufacturers and importers against speculation. As such it has long been an integral part of the customs authorities' calculations and in no way represents any new departure on their part.

"The special duty popularly known as the dumping clause which has been in operation since 1907, represents a similar provision for the protection of Canadian trade. This clause prevents the slaughtering of foreign goods on the Canadian market to the detriment of Canadian manufacturers by firms that are faced by an overloaded market

in their own country, which they are averse to disturbing by cutting prices. It applies only to foreign goods similar to those made in Canada, and is meant as an added protection to Canadian industries—not as a source of revenue.

Under this clause if goods of a class or kind made in Canada are sold to the Canadian buyer at more than 5 per cent. less than the market price in the country of export, the difference between the two prices up to a maximum of 15 per cent. of the home market value is collected as a special customs duty.

Thus if an American manufacturer

wished to dispose of a quantity of goods that brought \$1 on the New York market, he might under stress of home conditions sell the goods in Canada for 85c, thus demoralizing the Canadian manufacturers' trade. If the original duty had been 35 per cent. on this article the ruling just described would increase it by 15 per cent., making it 50 per cent. On the other hand if the difference between the home market and the selling price to the purchaser in Canada has been caused by an advance in the home market price between the date of purchase and shipment this dumping clause does not apply.

## Labor Will Not Work

*Federal Reserve Agents Present Startling Report—State That Labor Will Not Work Despite High Wages—Another View of the Situation.*

ACCORDING to a report from Philadelphia in the Journal of Commerce and Commercial, an unprecedented economic situation in the United States, which is causing grave economic loss, threatening the progress of American business and preventing this country from competing for the world's trade, has been disclosed by an investigation just completed by Federal Reserve agents of the Philadelphia district.

From replies received from letters addressed to hundreds of the largest manufacturers east of Chicago and north of Maryland, the conclusion is drawn by the Federal Reserve agents that the onus for the existing, startling state of business rests squarely on the shoulders of labor, which has decreased efficiency at the very time when a maximum effort was necessary.

Curtailment of production has followed of necessity from the attitude of labor. Workmen are reducing the week's work to four or five instead of six days. Absences are being taken whenever desired regardless of the effect on production. In the face of a higher wage and a shorter day, workmen are seemingly content to average the previous rate of wage.

With a large increase in the cost of raw material, an increase in wages, a shortening of the laboring day and a constant overhead increase, manufacturers have stated with the utmost frankness that they are rapidly approaching the point where they must perforce close their plants.

The investigation was begun with little suspicion that the conditions it might disclose would prove so startling. Every representative firm in Pennsylvania and many in nearby states was requested to comment fully on the labor situation.

More than 97 per cent. of the firms so addressed complied with the request. The conclusions drawn from the letters by Federal Reserve Agent Richard L. Austin are set forth briefly in his report to the Federal Government:

"There is universal complaint that as wages are increased a large class of wage-earners become less productive, and the failure of industrial plants to make sufficient or reasonable output is preventing the realization of much, if any, profit from operations. The attitude of such wage-earners is disappointing. Instead of taking advantage of the present wonderful opportunity to make large earnings, they are apparently not netting much more than formerly, when wages were much lower; the cost of living for them, as for others, is much higher, and the whole country is suffering a great economic loss through the failure of our industrial establishments to produce the volume of goods for which there is at present so great a demand."

The letters from which the following extracts are taken are from firms of national, and for the most part international, reputation.

One of the largest steel companies in Pennsylvania writes: "Every increase in wages granted has been followed by a decrease in efficiency on the part of our employees, so that the actual increase in labor cost to us is greater than that stated above (37 per cent.). The matter is so serious that there is but one thing to do, and that is to close the plants until such time as labor conditions are more settled."

Another writes: "Not only have rates gone up, but the efficiency of labor has gone down."

A steel company of national standing writes: "It is not so much that the men

(Continued on page 37.)



# Alberta R.M.A. Convention Postponed

*Interesting Matter to be Taken Up at Dominion Board Meeting Early in August—All Provinces, Except One to be Represented — Why Alberta Convention Was Postponed.*

**T**HE third annual Convention of the Alberta Branch of the Retail Merchants' Association, which in the ordinary way would have been held in Calgary, Alta., in May last, was postponed indefinitely, and will probably be held during the fall.

The reason for this is said to be on account of the organizers selling stock in the Canada Supply Co., to the Alberta merchants. It was thought that by postponing the convention the organizers would have time to canvass much more of the Province, and therefore, there would be a large attendance at the shareholders' meeting during the convention, and that much more weight would be added towards the success of the enterprise. This also will tend to increase the number of Delegates present.

According to E. M. Trowern, secretary of the Dominion Board of the R. M. A., the Dominion Board has not authorized sales of stock by association organizers. The matter, Mr. Trowern stated, will be threshed out at the Dominion Board meeting to be held at Winnipeg on Aug. 8-9-10. The matter is one in which Western retail merchants are deeply concerned and the outcome of the meeting will be awaited with interest.

## **Eleventh Convention of Dominion Board**

The Eleventh Annual Convention of the Retail Merchants' Association of Canada, Incorporated Dominion Board, will be held in the Fort Garry Hotel, Winnipeg, Manitoba, on August 8, 9, 10.

Some of the questions that will come before the members for consideration:

- (1)—The President's address.
- (2)—The Secretary, the Treasurer and the Auditor's report.
- (3)—The Selection of Officers for the coming year.
- (4)—Receiving reports from the various Provincial Boards as to their progress and their financial standing.
- (5)—Receiving and considering some important proposed amendments to the Constitution.
- (6)—Considering the question of the best way to secure more members and to hold those who are members.
- (7)—The publication of literature so as to keep the members all over Canada properly informed as to what the Association is doing and has done.
- (8)—Considering the un-desirability of our Association taking any part in advocating or promoting the sale of mer-

chandise or becoming associated with any form of buying Syndicates.

(9)—Confirming the necessity of absolute uniformity throughout Canada, by every Provincial Board, Branch or Section of our Association when the principles for which our Association stands are either published or expressed.

## **M. O. Houses and Parcels Post**

It is stated that one of the most important subjects to be taken up by the Dominion Board will be (No. 10.) consideration of a paper to be read by the Secretary of the Dominion Board on "Illegitimate Mail Order Houses and Parcels Post." The contents of the paper have not been divulged, but it is expected that the matter will be discussed at all angles at the board meeting.

## **False Advertisers.**

(11)—Considering the advisability of adopting some uniform plan to be undertaken by the Dominion Board for prosecuting those who falsely advertise, and those who violate the Trading Stamp Act or any Act that interferes with the operations of legitimate merchandising.

(12)—The adoption of a model Price Maintenance Contract Plan as a means of preventing illegitimate price cutting.

## **Stop Wholesalers Selling Direct.**

(13)—Submitting proposals for the approval of the Board to prevent wholesalers from selling goods direct to our customers, and having the same put into operation.

(14)—Submitting proposals for the approval of the Board to ascertain the Trading Policy of Manufacturers.

## **Community Development**

(15)—Consideration of the adoption of a practical plan which can be successfully operated throughout Canada for "Community Development," and which will also enable the public to know what our Association stands for.

(16)—The adoption of a permanent Trade Mark for the Association which will be submitted to the meeting for their approval for the purpose of publicity.

(17)—The Consideration of the best method of taking care of the specific work of the Various Trade Sections of our Association, so as to give them the service they require and prevent the overlapping and duplication that is at-

tempted by single line Associations.

(18)—Receiving reports on the "Credit Reporting Department," and making suggestions for its improvement as well as making recommendations regarding Collecting Agencies.

## **Freight Adjusting Under Dominion Board**

(19)—Considering a plan of "Freight Adjusting and claims on goods gone astray or damaged" that will operate under the direction of the Dominion Board throughout Canada.

(20)—Making provisions whereby the Executive Officers of the Dominion Board can put into operation the resolutions adopted by the Board, by having sufficient funds to carry on the office work properly and to keep in closer touch with the work of the Provincial Boards both by Correspondence and by personal visits.

(21)—The consideration of other important resolutions that will be forwarded by various Provincial Boards.

## **CHANGE IN SET SCREWS**

According to Hardware Age the National-Acme Mfg. Company, Cleveland, Ohio, in respect to the size of head on set screws, has adopted a standard in accordance with the following formula:

The height of head shall be equal to three-fourths of the diameter of the body. These dimensions will be used for all sizes of set screws carried as standard stock. However, until 1917, either the old or revised style of heads may be considered regular and will be furnished at standard prices. The company's present stock of set screws will be replaced by the revised style as rapidly as possible. It is believed, in view of the present reduced condition of stocks, that the change will not work a hardship.

It is the company's intention also to issue a circular urging the adoption and use of the U.S. Standard thread on cap and set screws and a virtual elimination of the V-thread.

Inquiries made by Hardware and Metal at the Canadian plant, the National-Acme Manufacturing Co., elicited the information that at the present time the Canadian Company is not considering any change in the manufacture of set screws. It is possible, however, that at a later date, they will decide to adopt the new standards which the manufacturers of the United States are now using.



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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No. 31

## ON THE WATCH TOWER

WHEN the name of J. Wesley Allison first became prominent in connection with the fuse contract investigations, "Hardware and Metal" took occasion to review the records of some of his past company flotations. It was pointed out that these flotations were invariably unsuccessful. This attitude was in line with the policy of "Hardware and Metal" from the time J. Wesley Allison was prominently before the people ten years ago in connection with the organization of the Canadian Tin Plate and Sheet Steel Company at Morrisburg.

"Hardware and Metal" opposed this latter project on the ground that previous transactions he had undertaken were unsuccessful. These companies that had failed under his direction were named, among them being the Eastern Trust Company, of New York, and the Philadelphia Steel and Iron Company.

The attitude of "Hardware and Metal" has been consistent in setting forth the record of Col. Allison. A public service was rendered which no other paper at the time had the courage or perspicacity to undertake. It was of the opinion that companies of J. Wesley Allison's creation were not desirable ones. In handing down their report on the investigations in respect to J. Wesley Allison's connection with the fuse contracts, the Duff-Meredith commission summed up their finding, saying:

"After having given the matter our greatest consideration, we are compelled to the conclusion that Allison's explanation cannot be accepted, and to find that while professing to be acting as the friend of General Hughes and to be doing what he did solely out of friendship for him, and without any expectation or intention of receiving any remuneration for his services, Allison was instrumental in bringing about a contract in which, through his agreement with Yoakum of February, 1915, he was pecuniarily interested, with the knowledge that he would be entitled to share equally with Yoakum in any benefit that Yoakum might receive, either by way of commission or otherwise. We have only to add that if we had come to a different conclusion and had accepted Allison's statement, we would have been bound to say that his conduct in taking the benefit of the agreement as to the commission and accepting a right share in it equally with Yoakum, without informing General Hughes and the Shell Committee and obtaining their consent could not be either justified or excused."

## SHEFFIELD'S AWAKENING

SHEFFIELD cutlery manufacturers are beginning to realize more than ever before the character and aims of German competition, according to the "British Manufacturer," a British trade journal. Mr. Walter Tyzack, ex-president of the Cutlery Manufacturers' Association is credited in the journal with having stated that in another ten years Germany would have captured the cutlery trade. Sheffield has for so long been regarded as the cutlery centre of the world, and its fame for excellent goods has become so great, that any suggestion before the war, that it would lose its supremacy was not regarded seriously.

In trade, so far as Germany is concerned the end justifies the means. German manufacturers have been unscrupulous enough to copy and reproduce English trade marks, and trade names. In some cases they have even

used the actual coloring and wording in English, on the labels.

These tactics misled many foreign buyers and in England the competition was beginning to assume serious proportions. But, dishonest as the Germans have been, it is pointed out in the British Manufacturer, that it would be unwise for the Sheffield manufacturers to disguise their own deficiencies. No one doubts the skill of the Sheffield cutler. The excellence of his product is realized throughout the world. The failure, however, to appreciate the value of modern methods, particularly in regard to the users of machinery, has helped to give the German rival an advantage. It is also said that the trade needs organization among manufacturers.

Some of the greatest difficulties with regard to the cutlery trade have been caused by the restrictions of trade unions. The men have always shown hostility towards the introduction of new machinery. They fear it would displace labor. They do not appear to have realized that the introduction of machinery would greatly increase production, and make better all round conditions for the workmen.

The Germans have not had the troublesome labor situation to face. They have developed and welcomed labor-saving machines which greatly increase the output and reduce the cost of production. This is responsible to some extent, at least, for the great inroads the Germans were able to make in the cutlery trade, prior to the war.

If conditions in Sheffield are as bad as claimed by English papers, it is hoped that a little more of the get-together spirit will become prevalent, and that joint meetings of employers and employees will be held in an endeavor to clear up the present misunderstandings. It is said that the war has brought the manufacturers closer together and a better feeling now exists. The labor men have stated that they will co-operate in any movement to further the interests of the trade. The markets of the world are awaiting the Sheffield cutler.

## AN IMPORTANT MEETING

ELSEWHERE in this issue appears the program for the eleventh annual meeting of the Dominion Board of Retail Merchants' Association of Canada. It will be the first convention of the Board at which all the provinces of Canada, excepting one, will be represented on the Dominion Board. A study of the program indicates that many matters of vital interest to the retailers of Canada will be taken up and discussed. The problems of the Canadian retailers are varied and many. The Retail Merchants' Association has accomplished a great deal of good in the past. There is an abundance of work yet to be done and it is only by co-operation and hard work that the retailers will accomplish what they desire.

If outside rumors count for anything the coming board meeting will be one of the warmest in the history of the Association and the outcome will be awaited with interest by branches of several trades.

## BIG MARKET FOR LANTERNS

According to the weekly bulletin of the Trade and Commerce Department a tremendous market, amounting annually to \$1,300,000, exists in India for lamps and lanterns. One United States firm, the report states, now does nearly one-half of the business, selling tin lanterns in normal times at \$4.36 per dozen, brassed lanterns at \$5.04 per dozen wholesale.



# London Hardware Men Hold Picnic

*Retail Hardware Salesmen at London, Ont., Hold First Annual Picnic—An Excellent Program of Sports—Ran Special Train and Had a Band in Attendance*

**T**HERE was fun galore at the first annual London Retail Hardware Salesmen's picnic, held on Wednesday afternoon. It was a huge success. Between three and four hundred salesmen, proprietors, travelers and their friends were in attendance. The hardwaremen had made provision for a special train, and the 1st. Hussar's Band. A procession was formed on the Market Square and proceeded to the London & Lake Erie Electric Railway depot, where the special train was in readiness to convey the picnickers to Pt. Stanley, the favorite lake resort of Londoners. Attractive badges had been provided for all those taking part. The hardwaremen's outing outshone all other events of the day. The citizens of London were made aware of the fact that the hardwaremen can do things on a big scale. The best of good fellowship prevailed. The retail hardwaremen and the salesmen from the various stores became better acquainted. The picnic was the climax of a growing feeling of friendship and co-operation which has been percolating through the hardware trade of London for some months past.

It was said at one time that business

is like war. It may have been at one time, but there has been a change during recent years. War means eventually deception and destruction. Modern business means co-operation. London hardwaremen are now meeting in local conventions and they have made a success of their first picnic. It has been proven to their satisfaction that business thrives best in an atmosphere of courtesy and mutual help.

## Handsome Prizes

It is doubtful if there has ever been an event held in London at which more attractive prizes were offered. All the events were keenly contested. The sports were held on Invererie Heights, a beautiful spot overlooking Lake Erie. Following the sports' program, a splendid lunch was served by a London caterer, who was engaged by the hardwaremen for the occasion. Many of the picnickers took occasion to have a dip in Lake Erie during the evening. A number attended dances while others patronized various amusement features.

## Sports Keenly Contested

The three-legged race for men was a keen contest. Principally it was a con-

test to see which fellow would get his toes stepped on the most number of times. For the two feet tied together took turns in being uppermost. There were no corn-feet present in this race.

The blind pig race for men and ladies resulted in a blind scramble for the home tape. The men who were driven blindfolded by a string to one leg in the hands of a lady maintained they were ordinarily not as hard to be driven by their women folk. They considered the circumstances under which they were driven somewhat of a disadvantage.

In the one hundred yard dash for men some speed records were hung up. That is, for hardwaremen. But it was worth a good puff for the first prize was a good razor set complete.

Some of the ladies in the nail driving contest proved themselves experts with the hammer. For some it was just as easy to drive two nails as one. Disappointed contestants asserted they had not had as much practice at making repairs around home as some of the women folks. Oh hardware man, where art thou—when repairs are to be made around home?



*A few of the London, Ont., hardware merchants and salesmen who attended the picnic. The total attendance was considerably over three hundred.*



It was a warm day. But it was warmer still inside the sacks when that race was on. Some men found it hard to keep the perpendicular; others demonstrated they had not forgotten how to play the leap-frog of their earlier days. Rapid time was made. All did not finish—they fell by the wayside.

The particular make of buns supplied for the bun-eating contest must have been above average quality, judging from the rate at which they disappeared. But the first prize, outing shoes, was worth "bolting" the food for.

The balloon race for ladies needed the exacting care and nice little touches that only a woman's hand can give to urge the balloons swiftly. Among a field of experts some proved themselves super-experts. Good time was made in urging the balloons.

In the 100-yard dash for men over 35 years proved that some of the "old fellows" have driving power and get-there ability yet. The 50-yard dash for single ladies brought out some fleet-footed contestants. Some of the young fellows inwardly conjured under their hats that they would have to "go some" in order to catch them.

The pipe race for men produced a lot of draftless old doo-jahs. So it seemed to the contestants at any rate. They found it hard to keep the smoke-stack working.

The married ladies in their 50-yard dash were all out to win that \$18 case of silver. The contest was keen, as the prize was worth throwing aside the married woman's usual serenity and dignity in carriage.

There were some pale faces on the men who went over the course in the front pew of the wheelbarrow race. They thought they were going over the rocky road to Dublin. They maintained an Irish jaunting car is not in it with the jaunting proclivities of a springless wheelbarrow.

Proprietors threw their dignity to the winds when they went into the 100-yard dash. There was some wild fanning of the air and grunting as they hove down the line, making straight for the winning post.

The boys 14 years and under showed the old 'uns what real speed was in their 50-yard dash.

But their speed was scarcely a touch to that of the young girls under fourteen. They ran like "white heads."

The boxing in barrels was an elimination contest. The man first down was out. Last up was the winner. Those who went down maintained this sort of defensive armor militated against expert footwork. In footwork they prided themselves when it came to the boxing art. So it was asserted the contest was not really a test of the scientific art. It was slugging that counted.

The ball throwing contest for ladies demonstrated that some professional players might even pick up a few pointers. That is, as to the way the ladies were able to heave the pellet to such lengths.

The standing broad jump came near the end of the sports programme. Some of the contestants held that it gave the finishing jolt to their innards and made them really ready for the lunch.

In the cigar-smoking contest there was an utter disregard for enjoyment. The essential was speed. Some of the heads could not be seen for the swirling fumes. They looked like smudges built to keep bulldog flies from a pack train. It was stated on good authority that after this event, many of the contestants went off quietly and took a quiet rest in the shade of the rail fence. The feeling was the nearest to seasickness they had experienced.

The running broad jump produced some contestants that rivalled the kangaroo.

The question was asked, What is heaping indignity upon indignity? The reply came: Putting on a fat man's race on a hot day. Just as if a fat man could not sweat enough without it.

The ball game resulted in a victory for the single men by a score of 16 to 4. The married men maintained they had been doing so much running around home preparing for the picnic that they were all out of breath when it came to playing the game.

The lunch was a most popular part of the sports programme. It was a free-for-all in which everyone took part. From the amount consumed by some the remark was passed by discerning ones that hot weather made no difference in food consumption on this occasion. The water ball and swimming gave a chance to heated contestants to cool off. The "hollering" contest for ladies produced some original yellers. The word "Colossal" was juggled in a variety of styles. The "holler" of the winner was likened to a coyote's midnight wail, but it won the \$5 brass jardiniere.

#### Judges of Sports

The judges were as follows:—C. W. Maguire, Imperial Oil Co.; Geo. Gunn, McClary Mfg. Co.; C. A. Craig, D. H. Howden Co.; Jack Rose, Hobbs Hardware Co.; J. A. Brownlee, Brownlee's Hardware; C. W. Summer, Summer's Hardware; C. H. Purdom and T. H. Purdom, Purdom Hardware Co.; C. W. Whitwam, Hobbs Hardware Co.; D. H. Howden, D. H. Howden Co.; M. Perry, Canadian Oil Co.; G. D. Davis, editor Hardware & Metal.

#### LIST OF EVENTS.

No. 1—3-legged race for men, 100 yards; No. 2—Blind pig race for men and ladies (ladies to draw prize); No. 3—100-yard dash for men (open); No. 4—Driving nail contest for ladies (6 nails each); No. 5—Sack race for

men, 100 yards; No. 6—Bun-eating contest for all; No. 7—Balloon race for ladies, 100 yards; No. 8—100-yard dash for men (over 35 years); No. 9—50-yard dash for single ladies; No. 10—Pipe race for men, 100 yards; No. 11—50-yard dash for married ladies; No. 12—Jockey and wheelbarrow race for men, 50 yards; No. 13—Proprietors' race, 100 yards; No. 14—50-yard race for boys, 14 years and under; No. 15—50-yard race for girls, 14 years and under; No. 16—Boxing in barrels; No. 17—Throwing ball contest for ladies (2 throws each); No. 18—Standing broad jump; No. 19—(Extra) smoking contest; No. 20—Running broad jump; No. 21—Fat men's race; No. 22—Ball game, 5 innings, prize for winning team; No. 23—Lunch; No. 24—Water ball and swimming.

Extra—Brass jardiniere, value \$5, for lady hollering colossal the loudest.

Extra—Children's race, 8 years and under.

#### PICNIC COMMITTEES.

The committees appointed to make all arrangements for the picnic consisted of the following Londoners: President Picnic Association, L. Misener; Secretary-Treasurer, Howard Crummer; Finance Committee, Thos. Jones, C. Agnew, J. Kingsboro; Sports Committee, C. Craig, J. Wade, H. Abel, M. Brown, C. McCurly, Joe Garner, W. Summers.

#### CONTRIBUTORS.

In addition to the prizes and donations made by the London retail merchants, manufacturers and wholesalers, the following were among the contributors: Canadian Tube & Iron Co., Auto Strop Razor Co., Scythes & Co., Norman MacDonald, J. C. McLaren, Welland Vale Mfg. Co., Canadian Consolidated Rubber Co., Sherwin-Williams Co., Jas. Smart Mfg. Co., Northern Aluminum Co., International Varnish Co., Taylor-Forbes Co., E. T. Wright Mfg. Co., Lufkin Rule Co., Meakins & Sons, Beardmore & Co., Stratford Mfg. Co., M. & L. Samuel Benjamin Co., Henry Disston & Sons, D. Maxwell & Sons, Gundy Clapperton Co., Durham Duplex Razor Co., Dunlop Tire & Rubber Co., Canadian Wm. A. Rogers Co., Radiant Electric Mfg. Co., Canadian Oil Co., Martin-Senour Co., Consumers' Cordage Co., Owl Mfg. Co., Dorken Bros., London Silver Co., Benjamin Moore & Co., Canada Cycle & Motor Co., Gutta Percha & Rubber Mfg. Co., Sheet Metal Products Co., Pilkington Bros., Brandram-Henderson, Ltd., Cummer-Dowsell Mfg. Co., Ohio Varnish Co., Lowe Bros., Ltd., Glidden Varnish Co., Oneida Community, Ltd.; Thos. Davidson Mfg. Co.

The London contributors were as follows: Cowan's Hardware, Purdom Hardware Co., J. A. Brownlee, Odell & Mitchell, Westman Hardware, Ltd.; Love Hardware Co., J. G. Steele & Co., Kilpatrick Bros., Woods, Fair & Hardware; Summer's Hardware, Wanless Hardware Co., D. H. Howden & Co., McClary Mfg. Co., Hobbs Hardware Co., Richards Wilcox Canadian Co., Imperial Oil Co., British-American Oil Co., Western Wire & Nail Co., London Foundry Co.



#### OBITUARY

The death was recently reported of J. E. Brownell, veteran traveler of Ramsay & Son Co., Montreal, who passed away at his home at Avonmore, Ont., after an extended illness. Mr. Brownell was with the firm of Ramsay & Son for over 25 years, covering the territory of the eastern townships Quebec, and eastern Ontario. He had many friends in the trade and his demise will be a matter of much regret wherever he was known. His son, E. G. Brownell, is also with A. Ramsay & Son, covering Ottawa and district.



Every Governor-General since Dufferin has opened the Canadian National Exhibition.



# EVENTS IN THE TRADE

## BUSINESS CHANGES

Flaxcombe, Sask.—D. A. Anderson & Son, hardware, have been succeeded by D. A. Anderson.

## FIRE LOSSES

Doon, Ont.—The Doon Fibre Co.'s plant was totally destroyed by fire. The loss is estimated at \$45,000.

## LOOKING TO CANADA

A representative of a Philadelphia pressed steel company was in Ontario recently. This concern is considering the establishment of a branch plant in Canada. At first it is proposed to establish an erecting factory, which the Philadelphia man stated would employ about 100 skilled hands. Finally a producing establishment will be added.

## T. EATON CO. BUILDING

The formal announcement is made in Toronto of the erection of two more large twelve-storey building by the Eaton Company, which will give work to about 6,000 additional employees.

This, it is understood, is another step in very extensive factory development, which will cover a number of the blocks of land acquired by this company during the last few years in Toronto.

The Eaton Company aim to produce in Canada everything of importance they sell from the Toronto and Winnipeg stores. They have ample capital, but progress is now hampered by the scarcity of labor. In anticipation of the close of the war, when more help will be available, they are now preparing plans for other buildings.

## OBITUARY

Montreal:—Edward Cavanagh, a well-known hardware man died recently at his residence on Sherbrooke street west. He had been ill for about two weeks, previous to which he appeared to be in good health. Born in the Hemmingford district, he came to Montreal at an early age, and founded the hardware business of E. Cavanagh Co., Limited, at Notre Dame west and Seigneurs streets, which he conducted up to a short time ago, when he retired from active participa-

tion in its affairs, after 30 years' connection.

The late Mr. Cavanagh was prominent in a wide range of activities, and took a deep interest in civic problems. He was 57 years of age.

St. Thomas, Ont.—The death occurred here of John L. Campbell, who for many years was associated with Ingram & Davey, hardware merchants.

Expanse, Sask.—Geo. Suter has succeeded D. A. Reinoehl.

Winnipeg, Man.—Ernest Wildgoose, purchasing agent for the Miller-Morse Hardware Company, Winnipeg, was drowned on Thursday, July 20, as a result of the overturning of his canoe.

## INCORPORATIONS

Ottawa Paint Works has been incorporated at Ottawa with a capital of \$250,000 to acquire and take over as a going concern the Ottawa Paint Works and the Ottawa Varnish Co., of Ottawa. Head office to be situated at Ottawa. Incorporators: T. C. Hickman, J. M. Young and G. D. Kelley, all of Ottawa, Ont.

The DesRochers has been incorporated at Ottawa with a capital of \$26,000 to carry on business of manufacturers, importers and exporters in hardware, metals and paints, oils, varnishes, etc. Head office to be situated at Montreal. Incorporators: G. V. DesRochers and A. A. DesRochers, of Montreal.

The Modern Tool Mfg. Co., capitalized at \$200,000 has been incorporated at Ottawa, to manufacture and deal in machinery and hardware, gauges, tools, arms, etc. Head office to be at Montreal.

Manitoba Steel Foundries, capitalized at \$300,000, head office Winnipeg, to manufacture and deal in iron and steel products, etc.

## LT.-COL. McAVITY WELCOMED HOME

Lieutenant-Colonel James L. McAvity, president of McLean, Holt & Co., iron-founders, stoves and tinware, St. John, has returned from the front on sick leave to spend a three months' furlough. Colonel McAvity left St. John with the 26th battalion, of which he was commanding officer, and saw much service

at the front, he and his battalion winning much praise from the military authorities. As the result of losses sustained in heavy engagements, less than a quarter of the original members of the battalion are left in the field. Colonel McAvity succumbed to the strain of the arduous life in the trenches, and, after a period in England, was invalided home. His arrival in St. John was the signal for a demonstration such as has not been seen since the celebration of Boer war victories. He was greeted at the station by thousands of citizens, and was welcomed home by the acting mayor. After a brief reply, he was escorted to his home through the principal streets by a procession, which included police, mounted and on foot, the city commissioners, veterans of this war, citizens' welcome committee, firemen and salvage corps, employees of McLean, Holt & Co., and of T. McAvity & Sons, and hundreds of other citizens, with two bands. The houses and business buildings along the route had been gaily decorated with flags and bunting in honor of one of the most popular soldiers who has left the city.

Under the auspices of the Retail Merchants' Association, another Dollar Day is to be held in St. John on Wednesday, August 23. Past experience has proved the value of these occasions, and the merchants are preparing for the day with even greater care than previously.

## WHERE BREEZES BLOW

Undeterred by the shark panic, John C. Cox, advertising department of the Shérwin-Williams Company is rusticating with his family at Portland Beach on the Maine coast.

"Brae Head" Cap A l'Aigle, (Eagles Cape) Quebec, is noted for its ozone and wonderfully recuperating air. George R. Nimmo of the Canada Paint Company, will shortly join his family at the "Cap" for the annual holiday.

William H. Evans the Montreal agent for Wilkes-Martin-Wilkes Company, New York, is at the "Southgate" Prouts Neck, Maine.

"Bears Den," Pointe Claire, is the summer home of Allan J. Munro, manager of the Allan Munro Colour Company. On off days, high days and holidays Mr. Munro may be found here surrounded by his family enjoying the cool breezes which waft o'er the "Den" from Lake St. Louis.



## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

**825. Hardware, mining and household.**—A Transvaal firm of wholesale merchants requests catalogues, prices and packing details on all hardware lines for household, farm and mining use (not mining machinery), brushware, handles, hammer and pick, and woodenware included.

**826. Ploughs and agricultural implements.**—A Johannesburg firm of wholesale merchants requests correspondence, catalogues and other details on cheap ploughs, single furrow and other small agricultural implements.

**829. Paints for outside iron work.**—A Johannesburg firm of wholesale merchants is prepared to take up sole agency for outside iron work paints. None but a high-class line wanted. Will purchase outright, but want sole agency for the Transvaal.

**830. Roofing.**—A Transvaal firm asks for samples and quotations on roofing materials such as asphalt, saturated felt and bitumen. Have handled roofing for years and want Canadian production. Sole agency for Transvaal but will purchase outright. The range must be such that a system of reinforced felt roofing can be used.

**831. Glassware, fruit jars, milk bottles and crockeryware.**—A South African firm of wholesale merchants requests illustrations and price lists on any of these lines.

**832. Paints and varnishes.**—A Johannesburg firm requests color cards and prices on Canadian paints and varnishes. A few small samples would be helpful.

**833. Wheelbarrows.**—A South African firm asks for particulars and catalogues of Canadian wheelbarrows.

**824. South African wool.**—One of the largest firms handling wool in South Africa is anxious to make connection with users of wool in Canada. Immediate correspondence requested.

**835. Leather.**—A Birmingham firm is open to purchase Canadian shoe leather.

**837. Leather.**—A Leicester firm is open to purchase sole leather in bends or sides, light or middle weights, and upper leather willow sides, box sides, willow calf and box calf.

**838. Leather.**—A Leicester firm is open to increase its imports from Canada of hemlock and oak shoulders, bellies, heads and lifting.

**839. Leather.**—A Leeds firm with branches in Leicester and Liverpool wishes to hear from exporters of oak and hemlock leather in light, middles, and heavy weights, bends and sides in all selections.

**840. Leather.**—A Liverpool firm already doing a large trade with Canada is open to increase its purchases of sole and upper leather.

**841. Leather.**—A Northampton firm is open to purchase Canadian sole leather in sides and bends, bellies and shoulders, all substances.

**842. Leather.**—A Birmingham firm inquires for exporters of light leathers such as skivers, roans, either plain, grained or suede, moroccos, hard grain goats, etc.

**844. Wood dowels.**—A New York firm who state that they have an inquiry for seventy-five thousand wood dowels for furniture making for export to Cape Town, South Africa (50,000, size 12 by  $\frac{3}{8}$ ; 25,000, size 36 by  $\frac{3}{8}$ ), ask for the names of Canadian manufacturers who would be interested in this inquiry.

**845. Belting.**—A commission agent in Newfoundland inquires for names of Canadian manufacturers of rubber and leather belting.

**846. Wire goods.**—Canadian manufacturers of wire and iron goods are asked to communicate with a Newfoundland commission agent with a view to establish business relations.

**848. Rubber goods.**—A Newfoundland concern is open to represent Canadian manufactur-

ers of gutta percha and rubber goods in the various makes.

**851. Mining supplies.**—A large engineering firm, carrying big stocks in South Africa, would like to hear from Canadian manufacturers prepared to export in mining supplies, machine tools, piping and other lines. The assistant general manager of this firm is expected in Canada about August.

**852. Railway supplies.**—A South African firm prepared to stock wishes to get in touch with Canadian manufacturers of railway supplies of all kinds and particularly in rails from 16 to 65 pounds. The assistant general manager of the firm will be visiting Canada in August.

**853. Pumps.**—A Johannesburg firm of engineers will be glad to hear from Canadian manufacturers of high-speed centrifugal pumps, capable of handling great quantities of water for high lifts. Immediate correspondence requested.

**854. Coal cutting machinery.**—A Johannesburg engineering firm is prepared to take up agency for coal cutting machinery, similar to the Siskol or Ingersoll-Rand cutters for use with compressed air.

**855. Sanitary buckets.**—A Johannesburg firm of agents with engineering branch inquires re sanitary buckets made out of solid pressed steel, 18 gauge, 15-inch outside diameter, 10 $\frac{1}{2}$ -inch bottom diameter by 13-inch top.

**856. Light rails for coal mines.**—A Johannesburg firm of engineers are in a position to sell on agency basis light rails for coal mines, rolled in one piece from flat iron or mild steel. A rough sketch of the rail required with particulars of weight are on file at the Department of Trade and Commerce, Ottawa.

**857. Ball bearings.**—A Johannesburg firm of engineers makes inquiry re supply of ball bearings from Canada. Catalogue showing the kind wanted is in possession of the Department of Trade and Commerce, Ottawa.

## Unique Early Closing By-Law

*City of Calgary Passes By-Law Affecting Practically All Classes of Retail Trade.*

THE Calgary branch of the Retail Merchants' Association has succeeded in obtaining the passage of an Early Closing By-Law for the City of Calgary, which went into effect on Saturday last, July 22.

The trades affected and the hours of closing are as follows:—Grocery, Provision, Flour, Feed, Vegetable, Tea, Coffee, Butcher, Fish and Meat shops, shall close at 6.30 o'clock p. m. on Monday, Tuesday, Thursday, and Friday; 10.30 o'clock on Saturday; 1 o'clock p. m. on Wednesday during the months of June, July, and August, and 6.30 p. m. on Wednesdays during the other months of the year.

Provided that when any public holiday occurs during the week, other than on Wednesday the closing hour on Wednesday shall be 6.30 p. m. The closing hour on any day preceding a public holiday, and the four business days next preceding Christmas, the closing hour shall be 10.30 p. m.

The Closing hour for Dry Goods shops and Furniture shops, (exclusive of Office Furniture Shops) will be the same as for the Grocers, etc., except that on days preceding public holidays, and on the days from the 12th to the 24th of December inclusive, the closing hour shall be 10 o'clock p. m.

Hardware shops and Music shops, shall close at 6.30 p. m on all business days except Saturdays, and any day preceding a public holiday, and on the days from the 12th to 24th of December; the closing hour on Wednesday being the same as fixed for Grocers, etc.

Secondhand shops and Pawnbroker shops, shall close at 7 o'clock on each day of the week except Saturday; 11 o'clock on Saturdays and on the days preceding a public holiday, and on the

business days during the months of November and December.

Where several trades or business are carried on in the same shop, the shop may remain open only for those trades and businesses not affected by the By-Law, provided a sign is placed in a conspicuous place in the shop with letters not less than two inches high, with the following words: "This shop is closed to-day except for the trade or business of ———."

Customers entering the store before the closing hour may be served after the closing hour.

Any person violating this By-Law shall be liable on summary conviction for first offence, to a fine not exceeding \$5.00 and costs; for a second offence, to a fine not exceeding \$25.00 and costs; for a third offence, to a fine not exceeding \$100.00 and costs.

Under the Early Closing Act of Alberta, it was necessary to obtain the signatures of two-thirds of the different classes of trade affected, to petitions seeking the above regulations. These had to be presented to the City Council and various legal formalities complied with. This took nearly two months to accomplish.

Gents Furnishing Stores and Stationers, are the only classes of trade approached that did not wish to close at stipulated hours. They preferred to leave it open.

W. H. Andrews, secretary of the R. M. A., arranged a voluntary agreement, which has been in force for six weeks, among the trades affected under the By-Law to close at one o'clock on Wednesdays until the By-Law went into effect. Now, of course, it will be compulsory to close and a voluntary agreement will not be necessary.

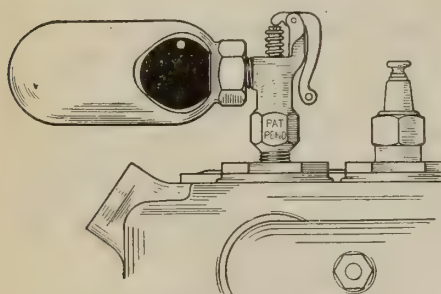


# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### BUELL EXPLOSION WHISTLE

Buell Mfg. Co., 1803 Michigan Ave., Chicago, Ill., announces the Buell explosion whistle. This is a new type of signal operated directly by the explosion through the priming cup opening in the cylinder. The makers state that the signal is not an exhaust horn, and that its extreme simplicity assures freedom from all trouble. It consists of a miniature poppet valve and a one piece aluminium high pressure whistle that weighs but 5 oz. The first cost is said to be low. It is easily installed and there is no operating expense. It uses but a portion of the charge—equivalent to opening a pet cock for an explosion or two. The makers in describing the signals state that steam whistles are always applied directly to the boiler, where the highest pressure is available. An engineer would laugh at the idea of putting a whistle on the exhaust of his engine. The cylinder head or explosion chamber is the logical mounting for a whistle in the



*Buell Single Tone Whistle.*

case of the gasoline engine. Here the pressure even exceeds that used in the majority of steam engines, being in the region of 250 to 300 pounds per square inch.

This high explosion pressure enables them to design a very powerful whistle without the necessity of making it at all bulky. The Single Tone model is 2 in. in diameter by  $4\frac{1}{2}$  in. long and its weight complete with valve is only 11 oz. The chime, made up of three tones, one of which is quite low to blend well when blown lightly, is only 2 in. greater in length and weighs complete, 16 oz.

The makers also state that to install the Buell signal, it is only necessary to remove a priming cup and screw the whistle in its place. No mechanic's time required. It is claimed sufficient gas will pass thru this small priming cup open-

ing to blow the whistle as powerfully as one could desire, due to the great efficiency of the high pressure type of whistle.

Complete details with descriptive literature will be supplied upon request.

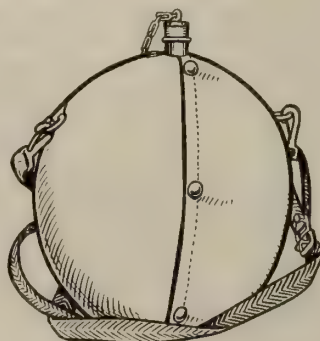


*Cello Metal Hot Water Bottle.*

### CELLO WATER BOTTLES

The accompanying illustrations show two bottles which are offered to the trade by A. S. Campbell Co., 284 Commercial street, Boston, Mass. The Cello metallic hot water bottle is said by the makers to be practically indestructible, and is sold with a guarantee.

The bottle is made of nickel-plated brass, which the makers claim is the best metal for wear and change in temperature. The bottle has special features including the expansion spring (inside) which prevents warping. Curved to fit the body, this bottle is made more comfortable by a dainty blue flannel bag. The Cello it is further stated, is superior in every way to the rubber bottle for it will not leak, gives more heat, and retains warmth one and one-half times as long. The bottles are made in 2-3 and 5 pint sizes. The Cello canteen is made especially for sports-



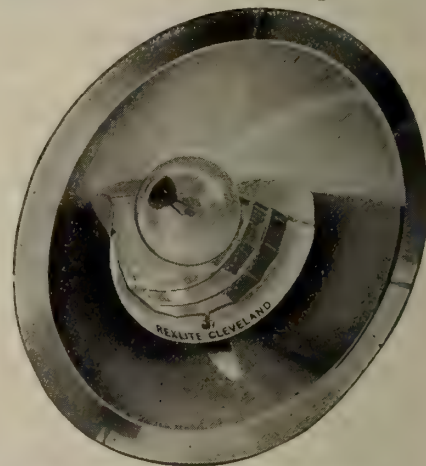
*Cello Canteen.*

men, campers and boy scouts. The canteens are made in a number of sizes and

in either tin or aluminium. Covers are removable and made the canteens absolutely sanitary. The Cello tin canteens are made of high grade tin-plate, all parts heavily tinned. They are strongly constructed throughout and are built to give a maximum of service. The Cello aluminium canteen is sanitary, rust proof and light in weight. It is made of 16-gauge pure sheet aluminium, heavily constructed throughout. Descriptive matter with prices will be supplied upon request.

### REXLITE AUTO LIGHT

The Rextite Company, 1314 West 89th street offers to the trade, Rextite, claimed to be a perfect scientific light control. The makers state that Rextite is not a dimmer, but a perfect head-light control. It is said to increase the light, and keeps it within a distance of from three to three and one-half feet from the ground—thus eliminating all blind-



*Photograph with glass of headlight removed showing Rextite in position.*

ing glare from the eye of approaching vehicles or pedestrians.

Rextite is said to gather up the rays that are usually wasted in the air and utilizes them in intensifying the light ahead of the car. The rays of light are diffused and thrown downward and horizontally giving the usual road light as well as curb light—and curb light overcomes the blinding effect of an approaching, glaring headlight as well as affording the much needed light at the side while making turns or passing close to obstacles.

Further details will be supplied by the above named company.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

The usual mid-summer quietness prevails in the hardware trade at present. Many travelers are off on vacation. Compared with previous years the amount of business now coming in from country districts is above the average. City trade is fair, with a heavy demand for warm-weather goods. There is a continued heavy demand for ice cream freezers, refrigerators, lawn hose, screen doors and windows, etc. There is still a scarcity of many hardware lines, due in some cases to scarcity of labor and in others to a scarcity of raw materials. Orders for munitions are still being placed in fair volume. There are comparatively few price changes this week and prices generally are holding firm. Among the price changes are advances in the price of sisal rope, lath yarn, clothes lines. A 15% advance has been made on firearms. Steel products remain unchanged. There have been few changes in ingot metals. The outlook for fall trade is very satisfactory.

### MONTREAL

**M**ONTREAL, July 26, 1916.—The torrid weather which has held sway for the past couple of weeks is having its effect on the hardware trade. City business is very quiet, indeed. Everybody who can get away to lake, shore or mountains has gone, and the retailers' report that buying is at a low ebb. Country trade is more brisk. Haying is in full swing now, and a splendid crop is reported in this province. Jobbers report that their country orders are coming along in very fair volume, in spite of the fact that this is vacation time, and there are not so many travelers out. Prices on manufactured lines show hardly any changes from last week, ammunition being about the only exception. Two firms have withdrawn prices, while one firearm manufacturer has advanced prices. Sporting goods is one line for which there is a splendid demand at the present time.

In the metal market there are no outstanding features. Spelter, lead and antimony have all showed further declines, but otherwise the market is not particularly interesting. The shortage in tinned iron and tinplates is said to be making itself felt in some quarters. It is also very hard to obtain certain larger sizes of black and galvanized pipe.

Brass and copper tubing is practically impossible to get except at long notice. Manufacturers in the United States will only accept orders without specification as to delivery and not subject to cancellation.

**Tin Weak.**—The market in tin continues very weak, but unchanged. Conditions are much the same, and we repeat the former quotation of 47c-47½c per lb.

**Spelter Declines.**—Last week's quotation of 19c-19½c has dropped 2c, and

the market is weak. It would be hard to predict what the future holds in store in regard to the trend of prices, and in this connection it is interesting to note the past performance of spelter. The table given below shows the fluctuation of prices during the past year in the New York, St. Louis and London markets:

	New York	St. Louis	London
One week ago .....	\$ 8 80	\$ 8 62½	£ 47 0 0
2 weeks ago .....	9 22½	9 00	44 0 0
1 month ago .....	20 37½	20 12½	96 0 0
1916—			
High .....	21 17½	21 00	111 0 0
Low .....	8 80	8 50	44 0 0
Aver. price for year prior to the war...	5 36	5 17	21 3 6

**Copper Weak.**—Copper continues weak, although no change of price is shown at the time of writing. Last week's quotation holds good at 28c-28½c per lb.

**Lead Declines.**—A further decline is noted in the price of lead, quotations having dropped another half cent. The market is still weak, and further declines would not be a matter of surprise. We quote 8¾c to 9c per lb.

**Antimony Lower.**—Continued weakness in antimony has resulted in another drop of 2c following last week's decline of 5c. The demand is said to be very quiet. Montreal quotation, 18c to 20c per lb.

**Aluminum Unchanged.**—The market here continues unchanged and firm, the demand being fairly active. Montreal quotation, 65c per lb.

**Solder Firm.**—There is no change to record in the price of solder, although the market seems firmer now than it has been recently. The demand is fair. Wiping solder 28c to 29c, and tinsmiths' solder 30c to 31c per lb.

**Sheet Zinc Weak.**—The market here continues weak, although there is no change in prices, and last week's quota-

tion is repeated. Montreal, 25c lb.

**Iron and Steel.**—There are no outstanding features to record in the iron and steel situation. Business continues very active.

**Galvanized Sheets.**—With a fair demand, no changes are noted here from last week. Some of the larger sizes are practically unobtainable; in fact, some of the wholesale houses are withdrawing prices on 10's and 12's owing to the fact that their stocks are entirely depleted, with no immediate prospect of obtaining further supplies.

**Iron Pipe.**—No change is shown here, and quotations remain the same. There is still a shortage of larger sizes in both black and galvanized. Prices will be found in the current quotations.

**Tin Plates—Shortage.**—There is still a shortage in both tin plates and tinned iron, though prices remain unchanged, as per current quotations.

**Sheet Lead.**—No change in price is to be found in sheet lead, although there is a distinct weakness in this market.

**Hardware Lines.**—City trade in general hardware continues quiet, but this situation is more than offset by the activity reported from outside points. As far as prices are concerned, last week's quotations remain the same, with but very few exceptions.

**Arms and Ammunitions.**—Following the recent advance on Dominion brands, jobbers are in receipt of telegraphic advices from Remington and Winchester withdrawing prices. The new prices have not come to hand at the time of writing. In connection with the several advances which have taken place in ammunition, it is interesting to note that in one size the price to dealers was list, less a considerable discount. At the present time the price of this same line to the trade is list plus 60 per cent. An advance of 10 to 20 per cent. has taken place on Savage arms.

**Rope.**—The rope market is firm and steady. Pure Manila is quoted at 22½c. Sisal clothes line has also advanced, and the new prices will be found in the current quotations.

**Screws.**—The market here is very firm, and, although prices are unchanged, anything in the nature of an advance would not come as a surprise. Wire is high, and has an upward tendency, which is bound to have its effect sooner or later.

**Nails.**—The market here also is very firm, though again the prices remain the same. Later in the season it is said that there may be a distinct shortage in wire nails. Western Canada, it is said, will demand an enormous quantity this fall—far larger quantities than this section of



the country has required for some time. This, in addition to the large export business now being done, will result, it is thought, in a demand upon Canadian mills far in excess of their capacity.

**Stoves and Furnaces.**—Stoves are not showing any great activity yet, but manufacturers report that furnaces are in good demand.

**Sporting Goods.**—The demand here is said to be very good, tennis goods especially. Wholesalers report a very satisfactory volume of business.

#### TORONTO

**T**ORONTO, Ont., July 27.—Business in the hardware trade, both wholesale and retail, has fallen off to some extent, as is usually the case at this time of the year, when the holiday season comes round. A large number of travellers are off the road enjoying vacations, and the wholesale trade is consequently quieter. Letter orders, however, are keeping up, and are more numerous and larger than during the corresponding period last year. Prospects are good for trade in the early fall and September will no doubt see considerable increase in the volume of business. Although the hot weather has affected trade generally, there has been a marked improvement in the demand for seasonable lines, such as ice cream freezers, refrigerators, lawn hose, wire screen cloth, etc. Enameled and other wares are also in good demand. There is, however, some scarcity in the above-mentioned lines, due to the active demand and also to the difficulty which manufacturers are experiencing in getting raw materials and sufficient suitable labor. The situation in this regard is showing no improvement, and there is no prospect of any relief for a considerable time. Large orders for munitions are being placed with Canadian manufacturers from time to time, the money distributed on this account will indirectly benefit the hardware trade. The munitions industry has developed into large proportions, and is now one of the most important in the country.

The situation with regard to prices continues steady, with few changes of importance, but little possibility of any declines except in isolated cases. Owing to the unsettled conditions prevailing in manufacturing circles, some manufacturers will not accept business after October 1, while in some cases they will not accept orders for delivery next spring except at prices ruling at time of shipment. The acute situation in the sisal market has caused a further advance in sisal rope and lath yarns. Sisal clothes lines have also advanced, while higher prices for oakum have been announced. The re-sale prices have now been arrived at on American firearms, which represent an advance of 15 per cent. There have been no changes in prices of steel products recently, but the market is holding firm, although domestic business is quiet. The ingot metal markets continue weak, with the general situation unchanged. The usual summer dullness prevails in the metal trade, and business is, therefore, quiet.

**Iron and Steel Situation.**—The greatest activity prevails in the steel trade, and the outlook is unusually favorable. The steel companies are getting more orders than they can handle for some products, especially rails and shell steel, and have been obliged to place some of their contracts in the United States. The C. P. R. is expected to place a large order for rails in the States. A firm of car builders has purchased 28,000 axles with wheels from U. S. concerns, and it is reported that a Canadian mill, presumably the Algoma Steel Corporation, being unable to buy blooms in the States to fill contracts from American railroads, is endeavoring to place the rails there. As regards ordinary business, such as merchant bars, plate and shapes, the market is quiet, as is usually the case at this season of the year. There are no price changes to report this week, but quotations continue very firm. The demand for boiler tubes is active in the primary market, in spite of the fact that makers of both locomotive and merchant tubes are sold up for five or six months, and are much behind on deliveries. Prices on wrought iron pipe are unchanged, but a decline in galvanized pipe is looked for in the near future on account of the weakness in spelter. The skelp situation is unchanged, this material being still difficult to obtain.

In the United States the steel market is stronger as a result of curtailed production, due to hot weather, and also because of large export business in steel products, particularly shell steel and rails. Domestic demand is lighter than usual, summer dullness having settled down over the steel trade, although a buying movement is looked for early in September. Inquiries are pending for about 18,000 tons of structural material from Canada, and Canadian buyers also want large quantities of billets. Bars have declined, and are now quoted at 2.50c, but plates and shapes are unchanged at 3.50c and 2.50c respectively f.o.b. Pittsburgh.

**Pig Iron.**—The pig iron situation is unchanged, and the market is quiet, there being nothing of particular importance to note. Quotations are unchanged, Hamilton No. 1 being quoted at \$24, and Victoria No. 1 \$25 per ton. The Steel Co. of Canada, Hamilton, will have shipped to Sarnia, Ont., during the present season of navigation over 500,000 tons of iron ore from the ranges near Superior and Duluth. This is an indication of the large amount of pig iron that is being made in Canada now, a large proportion being converted into steel.

**Old Materials.**—The situation in the scrap market is practically unchanged. Some consumers of heavy melting steel are showing a little interest, and dealers are asking slightly higher prices. The tone of the general market in old materials is very quiet and prices are inclined to weaken, but any inquiry seems to bring out the fact that quoted prices are subject to change at a minute's notice. New York quotations on brass scrap have fallen off from  $\frac{1}{4}$ c to  $\frac{1}{6}$ c per pound. Aluminum has declined 1c for old cast and 2c for old sheets. Fol-

lowing the renewed strength in spelter, scrap zincs have advanced from  $1\frac{1}{2}$ c to 2c per pound. The situation here is unchanged, and prices are firm, with the exception of scrap zinc and aluminum, which are quoted at  $8\frac{1}{2}$ c and 34c, an advance of  $1\frac{1}{2}$ c and 1c respectively.

**Metal Market.**—There is little, if any, improvement in the situation in the market, and prices continue to decline in some metals, including tin, lead and antimony. Copper buying continues on a restricted scale, with second-hands offering concessions. Tin is also weak on light demand, but there is a better undertone to the market. Spelter, although unchanged, is also showing indications of a recovery. Lead is lower, and the market is weak. Antimony has declined again, but aluminum is unchanged. The usual summer dullness prevails in the trade and business is quiet.

**Copper Steady.**—Quotations continue entirely nominal, and are unchanged. Consumers are taking very little interest in the market, and re-sale lots are being offered at concessions. Local quotations are unchanged at 28 $\frac{1}{2}$ c per pound.

**Tin Weaker.**—Although the demand is light, the market is more active, which has tended to stop the recent downward movement. Local quotations are lower at 41c to 42c per pound.

**Spelter.**—The market is firmer, as consumers are taking more interest in spelter, particularly the galvanizing interests; quotations are unchanged at 13c per pound.

**Lead Lower.**—The market is dull and lower locally, with light demand. There is some possibility of the "Trust" lowering prices. Locally lead is lower at  $8\frac{1}{2}$ c per pound.

**Antimony Down.**—Quotations are lower and entirely nominal, with the market dull and weak. Antimony is now being quoted at 20c per pound.

**Aluminum.**—The market is quiet and unchanged at 67c per pound.

**Solders.**—The market for solders is easier, but prices are unchanged in the meantime, as given in the current market quotations.

**Black and Galvanized Sheets.**—Prices on galvanized sheets are weak, due to the decline in spelter, and further reductions are probable. In the States the price of galvanized sheets, No. 28 gauge base, continues to follow the fluctuations of the spelter market. As quotations on black sheets are practically stationary, the cost of coating is the determining factor in fixing galvanized prices. Blue annealed sheets, particularly in the large sizes of the heavier gauges, are in good demand, but black sheets are quiet. Prices of sheet bars are still high and irregular.

**Wire Products.**—The market is firm at the advance announced last week, but the domestic demand is quiet, the mid-summer dullness having settled down on the wire trade. It is reported from the States that a further advance may be made in wire products early in August, which will have the effect of stiffening the market in Canada. It is possible that prices of galvanized wire may be



reduced owing to the decline in spelter, but no definite information is obtainable at present. The situation in this respect is rather complicated, as other raw materials have not declined, and a reaction in the spelter market would tend to stiffen prices of galvanized wire. Prevailing prices of wire products are given in the current market quotations.

**Wire Nails Firmer.**—Prices of wire nails are firmer, but unchanged. The export business continues active, and is supporting the market, as domestic demand continues quiet. Prices of wire rods are firm, and the export business continues heavy. Pittsburg makers, who have been shipping wire rods to Canada for some time, are still declaring a value on these of \$55 to \$60 per ton. Wire nails are quoted at \$3.70 per keg base, and cut nails \$3.40 per keg base.

**Tin Plate.**—The general market is quiet, as tin plate manufacturers have disposed of their output for 1916 delivery. The demand continues heavy, and prices are holding very firm. Latest prices are given in the current market quotations.

**Boiler Tubes.**—Quotations on boiler tubes are firm and unchanged. The demand is active, in spite of the fact that on both locomotive and merchant tubes makers are sold up for five or six months, and are much behind on deliveries. Prevailing prices on lapwelded boiler tubes are given in the current market quotations.

**Wrought Iron Pipe.**—The situation in the pipe market is unchanged, except that the decline in spelter may in the course of two or three weeks result in a readjustment of prices of galvanized pipe to a lower basis. The shortage of skelp continues, as mills have their output sold up for three or four months ahead. Prevailing prices of standard wrought iron pipe are given in the current market quotations.

**Sisal and Lath Yarn Advance.**—The sisal situation continues acute, and supplies are not coming forward. American manufacturers of sisal rope are conserving their stock of raw material in view of a shortage, and are not looking for any new business. Market conditions are thus strong and unsettled, and prices have a higher tendency. Sisal rope has advanced 1c, and is now quoted at 15½c per pound, while lath yarn has also advanced 1c, single being now quoted at 15½c and double at 16c per pound. All the available August fibre has been sold and a considerable part of the September output. Makers of binder twine will not be affected to any appreciable extent, as their requirements for this season have been covered. Sisal fibre has advanced 3c per lb. since May 20, and indications point to still higher prices. Manila has been in fair demand in the primary market recently, with a steady undertone. Freight rates from the Philippine Islands are now considerably lower than they were a few months ago, which has made the market easier. No quotations are now being made on Italian hemp because of the difficulties surrounding the transaction of business and shipment of fibre from

Italy. The jute market is easier, due to improvement in freight conditions. The Indian Government's preliminary estimate of the jute crop reports an increase of 10 per cent. over that of last year. Prevailing prices of rope are given in the current market quotations.

**Sisal Clothes Lines Also.**—On account of situation in the sisal market, as outlined above, an advance of 10 per cent. has been made in sisal clothes lines, which are now quoted as follows:—Three-ply, 30 ft., 65c; 3-ply, 48 ft., \$1.05; 3-ply, 60 ft., \$1.25; 3-ply, 72 ft., \$1.55; 6-ply, 60 ft., \$1.90, and 6-ply, 72 ft., \$2.30 per dozen.

**Oakum Also Advances.**—Business continues to be active in the primary market, but manufacturers are still handicapped by the scarcity of raw material. Prices on some lines have advanced 1½c per lb., and are as follows:—New hemp (English) 15c, and U. S. Navy (English) 13c per pound. Other lines are unchanged, and are listed in the current market quotations.

**Cotton Twine Up.**—Conditions are exceptionally strong in the cotton cordage market. Cotton twines are very firm, and have advanced ½c per pound; 4-ply is now quoted at 28c. and 5-ply is up 28¼c per pound; 3-ply is unchanged at 25c per pound.

**Firearms Advance 15 Per Cent.**—An advance on American firearms was announced in these columns two weeks ago. The re-sale prices have now been arrived at, which represent an advance of 15 per cent.

**Lead Pipe.**—The situation in lead pipe is unchanged, and the market is steady. Prices have a lower tendency, due to the weakness in the lead market. Lead pipe is quoted at \$13 and waste pipe at \$14 per 100 pounds. The discount on traps and bends is 10 per cent.

**Kitchen Utensils.**—All lines of wares are moving out in good volume; business is reported as being very much better than it was last year at the corresponding period. Manufacturers, however, are experiencing some difficulty in keeping up with the demand, partly because of the good demand, and also on account of shortage of labor and raw materials. Prices of wares are unchanged, and are given in the current market quotations.

**Seasonable Goods.**—Exceptionally good business is being done in summer goods; repeat orders for refrigerators, ice cream freezers, wire screen cloth and lawn hose being heavy. The hot weather has stimulated the demand considerably, and manufacturers are having some difficulty in taking care of all the business offering.

## LONDON

**L**ONDON, July 25.—Business continues good. Most merchants will be completely out of warm weather goods by end of season. Nearly all the jobbers' travellers are now on vacation. A good volume of letter and 'phone orders keeps business going fine. Collections are good.

General price changes have taken place during the past week. They are

not as numerous and important as during the weeks previous.

**Linseed Oil.**—The price remains unchanged, and the demand is fair. Quotations are as follows:

	Raw.	Boiled.
1 to 2 barrels . . . .	79c	82c per gal.
3 to 5 barrels . . . .	78c	81c per gal.
6 to 9 barrels . . . .	77c	80c per gal.

**Turpentine.**—The turpentine market is still firm, and the demand, although steady, is not heavy. 1 bbl. lots, 70c; to 4 bbl. lots, 69c; and 5-gal. lots, 77c per Imperial gallon.

**White Lead.**—Quotations on white lead remain the same as last week. The demand is still light. The price for ton lots for pure lead is \$13.95 per 100 lbs., and less ton lots, \$14.25.

**Nails.**—The price on nails remains unchanged, with the demand seasonably good. Wire nails are quoted at \$3.70 base per keg, and cut nails at \$3.40 base per keg.

**New Price on Winchester Cartridges.**—22 short R.F. black, 12½ per cent.; 22 long R.F. black, 12½ per cent.; 22 long R.F. smokeless, 12½ per cent.; 22 short R.F. smokeless, 25 per cent.; 22 long rifle black, 2 per cent.; 22 long rifle smokeless, 2 per cent.; other rim fire add 2 per cent.; centre fire pistol sizes, add 52½ per cent.; centre fire military and sporting sizes, add 66 2-3 per cent.; primers, 100 to box, \$3.35 per M.; primers, 250 to box, \$3.15 per M.

**Shotguns Higher.**—Cheap grade single barrel shotguns, 12 and 16 gauge, are now quoted at \$5.30 each, and with auto ejector, \$5.80 each.

**Alabastine** in colors advances 1c per lb. list. White remains unchanged. The new list for colors is 11c per lb., or 55c per 5-lb. pkgs. White is 50c per 5-lb. pkgs. The discount is 40 per cent., with an advance of ½c per pkg. when in 2½-lb. pkgs.

**Corrugated Hose** advances. Other brands remain unchanged. The new quotations on corrugated are: ½ in., 12c.; ¾ in., 16c, and 1 in., 22c per foot. These prices are subject to a discount of 5 per cent. when sold in full reels of 500 ft.

**Stove Boards Advance.**—The new price for Sheet Metal Co.'s stove boards is 50 and 10 per cent. This price is for both present shipment and fall booking.

**Apple Parers.**—The new price for fall bookings is as follows:—"Genuine Hudson," \$7.75, and "Little Star," \$6.50 per dozen.

**Brass Butts Advance Again.**—Brass butts have advanced about 25 per cent. The new discount is as follows:—Narrow, middle, and desk, list plus 25 per cent.

**Poultry Netting.**—The present discount on 1 in. and 2 in. mesh is 25 per cent.

**Painted Screen Wire.**—Prevailing prices on painted and bronze screen wire are as follows: Painted screen wire 100 ft. rolls, \$2.25, and in 50 ft. rolls, \$2.30 per 100 sq. ft. Bronze screen wire in rolls 12c, and smaller quantities 13c per sq. ft.

**Miscellaneous.**—The current discount on harvest tools is 40 per cent. The discounts on spades and shovels are un-



changed, and are as follows:—1sts, 40 and 12½ per cent.; 2nds, 40 and 5 per cent.; 4ths, 30 per cent. Prices on rope are given in the current market quotations.

### WINNIPEG

**W**INNIPEG, July 27—In talking to one of the metal companies in Winnipeg, it has been learned that the market on all metals is decidedly unsettled. He reports that tin, lead and antimony all came in for a drop in price last Saturday morning, and from the unsettled conditions now prevailing, it is almost impossible to make satisfactory quotations. The change in these metals will affect the price of solder, lead pipe, sheet tin and various other commodities, but jobbers have as yet been unable to see just what lines are affected, and to what extent prices should be reduced. It is more than likely that revisions will go into effect within the next couple of weeks.

With a view to Xmas and the various needs at that time of the retail hardwaremen, the writer has been conducting some investigation into the situation as regards cutlery. On silver-plated ware the situation does not appear to be unusually unsettled, but lines of pocket cutlery, carvers in cases, and steel knives and forks are extremely hard to procure. Manufacturers in England are all quite willing to take orders, but where their plants are able to do any kind of work for the Government, they are so requisitioned and this results in no shipments being made to the jobbers and the jobber in turn being unable to supply their customer's needs. There are some manufacturers in the States who have attempted to cope with the unusual situation, but their efforts are only being partially rewarded. It is stated that practically all of the jobbers have placed orders for thousands of dozen pocket knives with from twelve to twenty manufacturers, and none of them seem able to make deliveries. This certainly seems to work some hardship on different retailers, as well as the jobbers, but it

means that other lines will have to be sold to take their place.

The tendency for some years past has been to give Xmas presents which were useful and in this regard the hardware store has developed a considerable trade. Any retailer who makes a careful inventory of his stock will find there in dozens of lines which appeal to each member of the household. With prospects of a good crop and market conditions on so many lines unsettled, it is advisable for every retailer to make his preparation well in advance of the Xmas season.

A representative of the Canadian Credit Men's Association returned on Saturday night from an extensive trip throughout Alberta, Saskatchewan and Manitoba, getting reports on what crop conditions would be this fall. Unless something unforeseen should develop, this year's yield will at least equal, and in many cases exceed last year's bountiful harvest.

Last year's record of collections was extremely good and with another splendid crop, there should be very few retailers who are unable to get their accounts in shape.

### Price Changes

For the past week the number of price changes have been comparatively light. A number of lines have been affected. One of the most important advances to go into effect, and one which was predicted sometime ago, is that applying to lanterns, the new prices on which are 75c. per dozen higher than formerly. Quotations now being made are as follows:—

No. 2, Plain .....	\$8.25 doz.
No. 20, X-ray .....	12.00 doz.
No. 22, Dashboard .....	10.75 doz.
Trulite, Short Globe .....	8.25 doz.

### Silverware Higher

Another important advance which has gone into effect is that applying to silverplated ware. New prices have been made on Community and Reliance plate

1847 plate and Nevada silver. The latest quotations on Nevada silver 1847 plate ware are shown below.

### Nevada Silver

14 Dess Forks .....	1.50 doz.
15 Med Forks .....	1.75 doz.
Tea Spoons .....	
10 Tea .....	.65 doz.
11 Tea .....	.75 doz.
12 Dess .....	1.50 doz.
13 Table .....	1.75 doz.
1847 Plate Ware .....	
Tea Spoons .....	3.00 doz.
Dess Spoons .....	5.25 doz.
Table Spoons .....	6.00 doz.
Dess Forks .....	5.25 doz.
Med Forks .....	6.00 doz.

### Clocks Higher

Alarm clocks have also taken an advance, quotations now being made on the Big Ben and Baby Ben of \$2.30 each, while the Look out and America are being quoted at \$1.20 and \$1.00 respectively.

The above changes are the most important which have taken place this week. Other lines being affected are being shown below.

Galvanized Band Iron ¼ to 2 in. \$7.00 per 100 lbs.

Plow Rings 12½ per lb.

### B.T. Catalogue in French

A 68-page catalogue, featuring B.T. products, has been issued by Beatty Bros., Ltd., Fergus, Ont. The catalogue, which is exceptionally well illustrated, is printed in French, and bears the address of the company's Montreal branch, Selby Avenue, Montreal. Among the many products illustrated and described in the catalogue are pumps, parts of pumps, stable equipment and fixtures, hay forks, pulleys, churns, washing machines, wringers, step ladders, stable equipment of various kinds, etc. Copies of the catalogue will be supplied on request.

## Ontario R. M. A. Board Meets

*Reports of Various Officers Were Received—Number of Resolutions Were Adopted—Now 259 Branches in Province.*

**T**HE seventeenth annual convention of the Retail Merchants' Association of Canada, Ontario Provincial Board, was held in the Assembly Hall, at the corner of Yonge and College Streets, Toronto, on Monday, July 24. The president, B. W. Ziemann, Preston, presided. A number of important matters were discussed and reports received from the various officers. Following are the resolutions passed:

### RESOLUTION NO. 1

That it is the opinion of this Convention that when a Municipality opens Free Markets or enters into any Commercial undertaking and pays the expenses of the same out of public monies that they remit the business taxes that they collect from the business firms whom they enter into the Competition with.

### RESOLUTION NO. 2

That it is the opinion of this Convention that vigorous action should be taken against those who violate the Trading Stamp Act or the False Advertising Act, or any Act of a similar nature that has been secured by our Association and that such prosecutions should be undertaken by the Dominion Board under the

direction of special Committees appointed by the Executive of the Provincial Board, and we also recommend to the Dominion Board the advisability of their asking the Dominion Government to have an official appointed to prosecute those persons who falsely advertise any article, similar to the inspector who prosecutes those who violate the Gold and Silver Marking Act.

### RESOLUTION NO. 3

That whereas it has been reported to this Board that a number of our members who live in Districts outside of that in which Express Companies deliver parcels are greatly inconvenienced by the limited Express service, that we ask the Incoming Executive Officers to take this



subject up and deal with it in a manner desired by the members.

#### RESOLUTION NO. 4

That whereas a request has been forwarded to this Board of the Credit Men's Trust Association asking our support in an endeavor by them to have every Retail Merchant or firm doing business within the Province of Ontario, registered by the Government, giving the name of the firm, who it is owned by, whether an individual or partnership, and to pay a sum estimated at about \$5.00 for doing so, and whereas we understand that the same request has been made to the Officers of our Association in all of the other Provinces that this matter be referred to the members of the Dominion Board expressing the opinion of this Convention that we believe that this is a matter that should be dealt with by the Department of Trade and Commerce at Ottawa, and that they should see that every firm doing business in Canada is registered and financial provision made for the same through the Department.

#### RESOLUTION NO. 5

That it is the opinion of this Convention that provision should be made by the Dominion Board to provide literature so that it could be distributed by the Officers of the Ontario Board to every member of the Association throughout the Province so as to let them know what the Association has done and is doing.

#### RESOLUTION NO. 6

That it is the opinion of this Convention that any attempt on behalf of our Association to enter into any Commercial enterprises whereby we either take an active part in, or lend the name of our Association to promote the sale of any product is not only detrimental to the policy of our Association, but it evinces evidence of our lack of strength to enforce the trading policy that we think that Manufacturers should adopt and follow, and we therefore recommend the speedy adoption of the Price Maintenance Contract Plan by the Dominion Board and the discontinuance of the use of the name of our Association wherever it has been adopted.

#### RESOLUTION NO. 7

That this Convention again places itself on record as being opposed to Co-operative Societies and Farmers' Clubs and that we again refer this matter to the Dominion Board and ask them to have the importance of this subject taken up with the wholesale trade and the Manufacturers.

#### RESOLUTION NO. 8

That whereas several of our members have been prosecuted in the Police Court for having in stock goods that are in sealed packages and bottles that have been sold to them for pure products, but which have been found to be adulterated, we therefore recommend that our Board, through their delegates, take this subject up with the officers and members of the Dominion Board and provide a remedy for the same.

#### RESOLUTION NO. 9

That it is the opinion of this Convention that all strawberries sold should be specified under the act, and when they are sold by the box, the size specified should be used. We request that this matter be referred to the Dominion Board and that they be asked to take immediate action on the same.

#### RESOLUTION NO. 10

That inasmuch as the public are being educated by the press through publications, and on public platforms by a certain school of thought, to the belief that the Municipality, the Province and the Dominion should enter into the public ownership of all utilities, and Commercial enterprises, and whereas a definition is made by them as to where public ownership ends, and where private ownership begins, and whereas these persons who advocate these measures are generally loud in their condemnation of the owners of private capital, which is engendering an antagonistic spirit between those who own capital and those who do not, and in doing so they are interfering with the investment and development of private capital to the injury of every Municipality, we hereby request the Dominion Board to appoint a special Committee to study this subject and report on the

same to the Officers of the Provincial Boards at an early date.

#### RESOLUTION NO. 11

That whereas in cases of prosecution in the Police Court for violating the False Advertising Act, it has been found that the Act does not make any provision for accepting the written report of the Analyst who may analyze any goods so advertised, and that the Analyst himself must appear and give evidence, we therefore recommend that this matter be referred to the Dominion Board and that they take such steps as to remedy the same.

#### RESOLUTION NO. 12

That it is the opinion of this Convention that it would be a great advantage to our members to have a certificate given to them when they become members and that a seal be attached each year bearing the date and year of Membership and the impression of a suitable Trade-Mark which should be adopted by the Association, and we recommend that this resolution be forwarded to the Dominion Board, and request that immediate action be taken.

#### RESOLUTION NO. 13

That the incoming Executive be requested to appoint a special Committee to study and prepare an amendment to the Division Court Act, whereby the present Division Court Act can be simplified for the Collection of small debts, the securing of a smaller amount than that, that can be secured by garnishee, and also by lien, and that the amendments they propose be prepared in time for the next Session of the Ontario Legislature.

#### RESOLUTION NO. 13

That it is the opinion of this Convention that greater interest would be taken in the organization work of our Association if provision was made for holding District Meetings throughout the Province, and that the Officers should attend and address the same, and that the holding of banquets throughout the Winter months should be encouraged.

#### RESOLUTION NO. 14

That this Convention again place itself on record as being fully in favor of the Price Maintenance Contract Plan, and that we are pleased to know that the Dominion Board are taking steps to have the same put into operation throughout Canada.

#### RESOLUTION NO. 15

That this Convention is in full accord with and heartily endorses the proposals presented for the consideration of the Dominion Board regarding the proposals to remedy the selling by wholesalers to our customers, and also the proposal presented for the consideration of Manufacturers, and we hereby instruct our delegates to support the same and have them put into operation by the Dominion Board at once.

#### RESOLUTION NO. 16

That it is the opinion of this Convention that some active steps should be taken at once to carry on the work of community development so as to induce the public to spend their money in their home town and that the incoming Executive be requested to give it their immediate attention.

#### RESOLUTION NO. 17

That we, as officers and members of the Ontario Provincial Board of "The Retail Merchants' Association of Canada," incorporated, desire to express our high appreciation of the services rendered and the advice given to us by the Dominion Board of our Association through the Secretary, Mr. E. M. Trowern. We feel that the practical knowledge which he secured during the time he was engaged in the Retail business and the close study that he has given to the many retail problems that have come before him from time to time through the various sections of trade, and the care and attention that he has given to commercial legislation has enabled him to give us information that is very valuable and helpful in our work, and we desire that a copy of this resolution should be sent through the President to the officers of the Dominion Board.

### LABOR WILL NOT WORK

(Continued from page 25.)

are expecting and demanding high wages as that they are not inclined to give a reasonable return for wage. They will

not take orders from their superiors, and they take many holidays. Laboring men do not seem to take advantage of the situation to improve their conditions. Instead of realizing that the present harvest is likely to be short, working steadily and saving money, they are inclined to be extravagant and wasteful of time."

#### Another View of the Situation

Another view of the situation as it exists to-day is found in a letter from one of the largest manufacturing firms in the Eastern part of the country. They write: "Labor as a whole, certainly east of the Mississippi and north of the Mason-Dixon line, is suffering from a species of insanity. It does not know exactly what it wants, but it wants more. However, in studying cause and effect, one cannot help realizing that this is 'effect.' The cause does not lie altogether with labor. It lies with another element in our American life which is also suffering from a species of insanity. What would you think of the statement of a very well known concern to the effect that ordinarily they would be satisfied with \$2,000,000 net profit annually, but which this year expects to make \$25,000,000—enough money in one year to shut down its plants and have enough profit to last eleven or twelve years and do nothing? Who could blame the employees of such a concern for demanding more? It is undoubtedly our judgment that a continuation for any considerable time of the present-day conditions will put a quietus on general business."

### MANAGERS I HAVE KNOWN

Continued from Page 40

new in the store, so I said I would see the owner and put it up to him.

He flatly refused to make it good either in whole or in part. I was amazed and explained that I had witnessed the farmer's movements and could swear to his innocence of any rough handling. Old Rip Van Winkle said: "Not by a long shot. If whips were eggs and I had bought them from him, he wouldn't have made a rotten one good to me, would he?"

I insisted that that had no bearing on the case and further that right or wrong, this man was a good customer whose trade was worth keeping.

But he was obdurate and said, "No, if he comes in here he's got to do things our way, same as I do in another man's place."

He talked as though he was running a museum.

So that was the wind-up of our trade with that customer. We used to assassinate sales that way regularly in that store. It wasn't merchandising; it was murder. The place became a charnel house of might-have-beens.



# WEEKLY PAINT DEPARTMENT

## Show Cards Will Increase Sales

*Suggestions for the Window Trimmer—A Good Time to Try Out New Methods—Some Heavy Paint Stocks Yet to be Moved.*

SHOW cards are among the best possible mediums a window trimmer can use to transmit his message to the public. This has been realized by the department stores to a much greater extent than by the average retailer. A great deal of excellent educational work has been carried on by leading trade papers during the past few years. Efforts and expense have not been spared to encourage the use of show cards. Hardware and Metal has expended large sums of money to secure practical articles from the best show card writer in Canada. The Edwards course now running in this paper is admittedly the best course that has ever appeared in print in Canada. It is being followed closely by hundreds of hardware window trimmers, and as a result show cards are to-day used more extensively in Canadian hardware stores than ever in the past.

### Must Have Punch

It is realized, however, that show cards for window and interior displays must have punch. There is no better way to put punch into a show card than by using a catchy phrase or a good live illustration.

Show card writers are sometimes at a loss for something to use on the card.

In the large department stores, expert cardwriters are employed. Most of these men are trained in lay-out work, and draw suitable illustrations for the cards they prepare. It usually happens, however, that in the hardware store the task of preparing show cards falls upon the window trimmers. In the department store, the window trimmer places an order for show cards, and it is filled by the card-writer. The hardware store window trimmer has to prepare his own cards.

Now, a fact that must not be overlooked is that a great many hardware window trimmers are expert card-writers. Many of these men have become card-writers by studying the many excellent card-writing series which have been published in this paper. On the other hand, there are many window trimmers who can do the lettering on show cards,

but are unable to draw suitable illustrations. These are the men who can benefit mostly by the articles which appear in Hardware and Metal from time to time, showing how show cards can be made attractive by using illustrations taken from the advertising pages of Hardware and Metal.

In every issue of this paper there are a number of advertisements of paint manufacturers. Some of the advertisements are illustrated. The illustrations can often be taken from the paper and

is particularly true during the spring and fall.

### A Poor Season

The past spring did not rank as one of the best from a paint selling standpoint. The weather was damp, and the constant rains, particularly during the month of May, prevented many people from painting. Although many firms did a larger paint business than in any previous spring, there are others who fell behind. Some merchants now have on their hands exceptionally heavy stocks of paint. It is in the interests of the merchants, the manufacturers and the country at large that the stocks be moved.

It is not unreasonable to expect that there will be a good demand for paint



*Display which secured second prize (\$100 in cash) in the window display contest staged by the Carpenter, Morton Co., Boston, Mass. The display was arranged by E. J. Creeper, of Creeper & Griffin, Owen Sound, Ont.*

used on cards, as has been shown many times in Hardware and Metal's articles on "Show Cards You Can Make." Other advertisements which are not illustrated very often supply excellent ideas for timely short talks to customers.

Would it not be a good idea to prepare show cards for use in your fall paint sales campaign?

### A Quick Response

It is doubtful if there is another department in the hardware store which responds so quickly to aggressive selling plans than the paint department. This

during the coming fall. Many persons who were unable to paint during the spring will undoubtedly carry on the work during the fall.

There will be a voluntary demand for paint. It is certain, however, that this demand can be greatly augmented by a little aggressiveness on the part of the retail merchants.

One of the chief factors in conducting a successful fall paint selling campaign is in securing an early start.

There are many ways by which customers can be made to take an interest

Continued On Page 40 ..



**Established 1858—**

**It is very nearly 60 years**

since we began business. We did business with the grand-fathers of some of you younger men in the hardware and paint and oil business. The old-fashioned virtue of integrity has proved itself to be an asset of incalculable value.

The value of this long experience is evident in every can of

## **Jamieson's Pure Prepared Paints**

Jamieson Quality has held first place in the estimation of critical painters for years. It has established a quick growing recorder business everywhere.

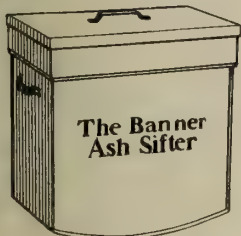
If you are interested in establishing a sound reputation for quality goods, write for our proposition.

**R. C. JAMIESON & CO., Limited**  
**MONTREAL, CANADA**

Owning and Operating  
P. D. DODS & CO., LIMITED

## **BANNER ASH SIFTER**

**LARGER and BETTER**  
**Sales Doubled**



20 Inches High, 12 Wide, 18 Long.

Best low-priced ash sifter on the market. We Recommend it—you can also. No dusty, back-breaking shaking or lifting. Garbage can will stand rough usage. Simply rocks like a cradle. Buy from your WHOLESALE HOUSE.

Manufactured by

**The Burrowes Mfg. Co. - - Toronto**

**E**VERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

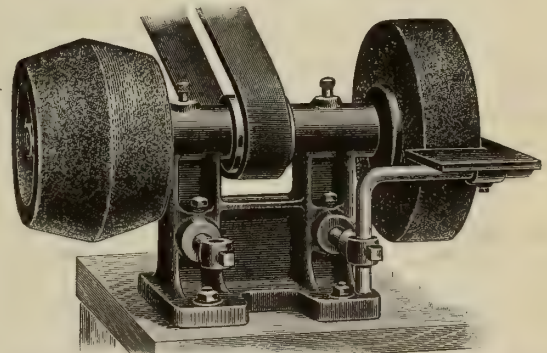
In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

*Sample on request.*

**The MacLean Publishing Co., Limited**  
143-153 University Avenue - Toronto, Canada

## **IMMEDIATE DELIVERIES ON GRINDERS**



**Sickle Grinders Tool Grinders Power Grinders**  
WILL GIVE YOUR FARM TRADE A MEASURE OF SATISFACTION THAT WILL GREATLY BOOST THE SALES OF OTHER GOODS.

We recommend these grinders to the trade as most attractive and highest grade grinding machines on market.

ORDER FROM YOUR JOBBER. If he does not handle the "American" Line, write direct to factory.

**Western Agent:**

**Merchants Hardware Specialties, Calgary, Alta.**

**Agents for Eastern Canada:**

**John H. Graham & Co., 113 Chambers St.,  
New York City, N. Y.**

**American Grinder Mfg. Co., Milwaukee, Wis.**

*If interested, tear out this page and keep with letters to be answered.*



in paints. The window display is one of the best mediums to use. One of the best ways to increase the selling power of the window is to use good show cards. For years merchants have been urged by the trade papers, manufacturers, travelers and others to make better use of their show windows. The result has been that during the past ten or fifteen years wonderful progress has been made. The retailers are to-day dressing

better windows. They change them more often than was customary some years ago. They make better use of the various helps which are supplied gratis by manufacturers. They sell more goods from their windows than ever in the past, and yet they have not by any means increased the efficiency of their displays to the maximum. Canadian hardware window displays are equal to the best in the world. Still there is al-

ways room for improvement. The merchant or window trimmer who has not yet used window show cards extensively and regularly should try them out for the next three or four months. If used regularly and judiciously they will help to create a greater interest in the paints you have for sale. They will help to increase your sales and incidentally your profits.

## Managers I Have Known

*Experience Gained Under Four Different Managers in Five Years—How One Merchant Loses Customers—The Value of Co-operation.*

From an authorized interview by a Hardware and Metal representative with F. N. Buchanan, Manager, Northern Canada Supply Co., Halleybury, Ont.

**I**N a store that I once worked in I had four different managers over me in a period of five years. That seems unsatisfactory at first glance, but on second thoughts it will be seen that it was really a very fortunate thing for me.

### Getting Twenty Years' Experience in Five

Each of these men had had at least fifteen years' experience in the hardware business, whilst I was just starting, so that by a system of judicious inquiry and close watching I was able to absorb a part at least of their combined sixty years of hardware. I figure I soaked up the equivalent of twenty years of experience out of them anyhow. I had all the best of it. They paid me for my services, but they got no pay for their service to me. I swiped ideas from them every day. Some of them were purely negative in character; things not to do; but it was cheaper to observe the result of doing them in another fellow than to foot the bill in my own case.

### Managers and Near Managers

Some were good, some were only bad, and some were the limit. It was a pleasure to do team work with some and painful to watch the ingrowing, narrow-mindedness of others. To work for and with one was a joy and an inspiration, a job full of enthusiasm that simply pulled pep out of a man. To be shackled to the unyielding system of another was to watch every creative idea of punch in the store fade and wither and die, still-born under the blighting influence of a lack of vision and a hateful suspicion.

### Public Servants and Public Nuisances

It seems to me that a man running a business is a public servant of sorts, one whose duty it is to serve the customer's needs and not dictate them. And yet I know one man who views it from the opposite angle. He says "I have a good

stock. They can take it or leave it. We're here to sell, not to wait on them. We haven't got time to listen to the likes and dislikes of every Tom, Dick and Harry, who has a grouch on the grip of an axe handle or the shape of a bucket.

### Left at the Switch

No wonder that man to-day has a twenty-thousand dollar dead stock on his hands in place of the liquid quick moving ten-thousand-dollar one that would suffice his trade. No wonder he only makes a turnover twice a year instead of the three or four times he could. No wonder that in a new country that has forged fast ahead and when his competitors and those in other lines who started with him in shanty stores have retired in affluence or developed their stores into big businesses, he still drags along eking out a miserable existence of petty bucking of the natural laws of trade.

### Killing Sales

I remember one experience I had with such a man. I had been accustomed to being on good terms with my opposition, working in complete harmony of idea and execution. So one day when a man came in for a gallon of raw oil that we did not happen to have in stock. I stood him off on delivery, but collected a dollar and a quarter from him in advance.

Later, I put my cap on and started out as soon as the boss returned from an errand he had been on.

"Where are you going?" he asked.

"Going over to Smith's for a gallon of raw oil," I said.

"No, you're not."

"Why not? You might just as well make thirty-five cents as him."

He swelled up like a poisoned pup. "Why, I wouldn't trade with that ———, if I was dying for oil."

That settled it. I hung my cap up and later refunded the dollar and a quarter to the customer.

### The Other Way

Here is the reverse side of a similar picture. The local hockey team have been buying all their goods from us all winter. The secretary came in the other day and asked for a dozen sticks. We only had six in stock. A game was due that day and they needed the sticks at once. So one of us took him over to the opposite store, asked to see the hockey sticks, looked them over with the secretary, and picked out six. He paid for them on the spot, and went off with his bundle.

The man from this store turned to the opposition dealer and said, "Charge them to us," and came back here. All in the day's work. Good relations, increased sales and everybody pleased. The other dealer even allows us a small profit on the goods by giving us a trade discount.

Of course some dealers kill the goose that lays the golden egg by underselling the opposition on his own goods in such a case. Naturally he doesn't get the chance again once the other fellow hears of it.

### Whips and Eggs

I remember the case of a whip I sold to a farmer some years ago. It was a medium priced article that should have been good for some wear. I happened to watch him as he left the store and climbed into his sleigh. The whip had not left his hand nor been exposed to injury in any way, when as he gave it a gentle flirt, the thing broke in two at some weak spot in it.

Naturally, he retraced his steps, justly incensed and asked me what I was going to do about it. I knew what I wanted to do and intimidated it. However, I was

(Continued on page 37.)



## Falling-Out Bristles Means Dropping Off of Trade

Bristle-Shedding Brushes have no friends, they will NOT make steady customers.

The bristles can't come out of

## "STEEL GRIP" Paint and Varnish Brushes



Made in  
Canada  
for  
60 years

The compressed nicked steel ferrules positively prevent it.

Only the best materials are used in these brushes and the handles are of the common-sense shape which will not cramp the hand.

PRACTICAL PAINTERS PREFER BOECKH'S.  
Get this business-building line.

**The Boeckh Bros. Company, Ltd.**  
Toronto, Canada



THIS old gum melting kettle used by us nearly sixty years ago has been retired from active service, but may still be seen at our factory.

From the very first the name of Berry Brothers has been associated in the minds of all buyers with what is best and most reliable in varnish and enamels. Berry Brothers' label is recognized as a guarantee of quality and a protection against inferior products.

It pays to feature our line because they not only make customers, but retain them.

**LUXEBERRY WHITE ENAMEL**—whitest white, stays white. Makes permanent snow white finish in either gloss or dull effects.

**LIQUID GRANITE**—floor varnish. Makes smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

**LUXEBERRY WOOD FINISH**—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and attractive dealers proposition.

**BERRY BROTHERS**  
(INCORPORATED)  
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(365)

*If interested, tear out this page and keep with letters to be answered.*



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, July 27—A quiet tone has prevailed throughout the paint market during the past week. Orders for paint are not many. Dealers for the most part appear to have sufficient stock for immediate requirements and there is not even much sorting being done. Haying is in full swing throughout the province and farmers have all they can attend to in getting the crop in owing to the scarcity of labor. Consequently painting cannot be said to be a popular pastime just now. Great hopes, however, are held out for fall business. Much painting which was left undone this spring, owing to the prolonged rainy weather, will be attended to this fall, so that although some dealers are prone to complain that their stocks have not moved as quickly as they would have liked will do a bigger business later and will not lose out in the long run, especially those who purchased white lead at spring prices.

**Linseed Oil Steady**—Although prices have not undergone any change during the past week there is a distinct undercurrent of strength in the market for linseed oil. Crop reports show up favorably but the acreage is considerably less than last year and the crop will have to be a great deal heavier per acre to offset the fact that less land is under cultivation. The American acreage this year is also said to be less than last year and this also tends to stiffen the market. From present indications it would appear that lower prices in oil are not to be expected.

As was the case last week, quotations vary somewhat, the range being as follows:

	Raw	Boiled
1 to 2 barrels ....	76c 81c	79c 84c
3 to 5 barrels ....	75c 80c	78c 83c
6 to 9 barrels ....	74c 79c	77c 82c

**Lead Weak**—The price of white lead in oil remains at \$14.10 for less than ton lots, but the market is weak. Pig lead has dropped slightly several times recently, and as a result the manufacturers of dry lead have reduced prices 50c—though only for immediate delivery. It is not thought at all improbable that lead in oil will show a decline before long.

**Turpentine**—Following the decline of last week turpentine has stiffened up again during the past few days. A week ago it was possible to get a quotation as low as 64c, while at the present time the ruling price is 70c. This would appear to be due to manipulation in the Southern market.

**Paris Green**—The demand from the

West is very large at the present time and wholesalers are having some difficulty in filling orders. Supplies are very low and prices high. In the East where the season is late, the demand is not so pronounced. Prices will be found in current quotations.

**Gasoline**—The hotter the weather the more popular becomes the sport of automobiling. Consequently the demand for gasoline has been very heavy during the past week. Prices remain unchanged and stocks are still fairly light.

## TORONTO

**T**ORONTO, Ont., July 27—The usual summer dullness prevails in the paint trade, with the result that business is quiet, both in the country and city, in the latter case, however, exception can be made with regard to the manufacturing demand which continues active. Prices generally are holding firm with few changes of importance to note. Linseed oil and turpentine are both steady, the former being firmer, while the latter, although weaker a few days ago, has recovered. The dry color situation continues acute and unchanged, with no relief in sight. Putty is unchanged, but higher prices are possible.

**Linseed Oil Firm**—The market is considerably stronger with indications of higher prices. The flax-seed market continues strong, following the report indicating a reduced acreage this year. Prices are unchanged from last week and are as follows with the high level more generally being quoted:

	Raw.	Boiled.
1 to 2 barrels ....	75c 79c	78c 82c
3 to 5 barrels ....	74c 78c	77c 81c
6 to 9 barrels ....	73c 77c	76c 80c

**Turpentine Steady**—The market weakened a few days ago but recovered and prices are now the same as quoted last week. The Resin and Turpentine Corporation have bought up all the resin and turpentine that they can lay their hands on in the South which is tending to keep prices up. The common grades of resin are still advancing, "D" quality being now twice the price which was being quoted twelve months ago. The better grades on the other hand are not moving so much and prices are not much higher than those of twelve months ago. The reason for this is that the demand for the cheaper grades is considerably heavier than for the better qualities, owing to the heavier demand, principally for munitions. The following prices are being quoted for turpentine in Toronto: 1 barrel lots 70c; 2 to 4 barrel lots, 68c,

and 5-gallon lots 78c per Imperial gallon.

**Dry Color Situation**—There is no improvement in the dry color situation, supplies are scarcer than ever and there is a danger of certain lines, such as greens, yellows, golden ochre and vermilions being off the market. The situation is getting worse and will affect colors in oil and japan. Owing to the continued light offerings of all pigments the market maintains a strong tone. Prevailing prices are given in the current paint market quotations.

**Shellac Situation**—Prices of bleached and orange shellacs continue at a high level with little, if any, improvement in the situation. Shipments are being freely absorbed for consumption on arrival on this side, owing to the unusual demand. Large quantities of shellac are being used in the manufacture of high-explosive shells, which accounts to some extent for the big demand. The market is very firm at unchanged prices.

**White Lead**—The situation as regards white lead in oil is unchanged, but the market is a shade easier, due to the continued weakness in pig lead. White lead is quoted at \$13.95 per 100 lbs. in ton lots and \$14.25 in less than ton lots.

**Gasoline Firm**—Prices are holding firm and business is very active. Machine oils are unchanged at prices given in the current market quotations. Gasoline is unchanged at 32c and benzine at 31½c per gallon.

**Putty Firm**—The market continues firm at unchanged prices. The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks .....	\$2.80
Bulk, in 100-lb. drum .....	3.00
Bulk, in 25-lb. drums .....	3.10
Bladders, in barrels .....	3.40
Pure putty, 70c per 100 lbs. advance.	

As early as 1882 a State deputation from Ohio visited the Canadian National Exhibition looking for pointers and they have been coming from various States ever since, many of the United States fairs being modeled along Toronto lines.

Previous to 1885 ales and beers were sold on the Canadian National Exhibition grounds. The sale was abolished at an annual loss in booth rentals of \$2,000, quite a sum in the early days of the big Fair to pay for a principle.



# Good Paint Is Only *Part* of It—

THE fact that he has a line of paints whose quality is beyond question is only *one* of the advantages a Brandram-Henderson agent enjoys.

That quality, important as it is, would not be so valuable if it were not *recognized* by the public, and continually *emphasized* by forceful advertising.

Being recognized by trade and public alike, B-H quality becomes a powerful factor in increasing the sales of B-H agents. It is easy to sell B-H paints—and *easy to keep on selling them* to the same customers.

Furthermore, B-H agents have the loyal and undivided support of this company—which is not affiliated with, nor controlled by any other company.

B-H agents have exclusive territory, and all the resources of this big organization are behind them—to help them *sell more paint than any other dealers in their respective localities.*

*If you are in territory where we are not represented, write for the facts about a real, exclusive paint agency.*

## BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 51  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20 per cent. off; 22 Short Smokeless, 30 per cent. off; 22 Long Rifle Lesmok and Smokeless, 7½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 15% off; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15—2½% off; Arrow, 20%. Ball caps, B.B. Caps, \$2.40 per M. net; C. B. Caps, \$2.95 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F. 32, STW., \$10.45 net. Above prices withdrawn. New prices to be issued shortly.

"Dominion" B.B. Caps, \$3 per M. net; C. B. Caps, \$2.60 per M. net; 22 short, black, 20%; 22 short smokeless, 30%; 22 long, black, 20%; 22 long smokeless, 20%; 22 long rifle, black, 7½%; 22 long, rifle, smokeless, 7½%; other R.F. ball, 10%; R.F. shot, 10%; centre fire pistol, list plus 55%; C.F. sporting, list plus 60%; shot cartridges, same as ball; empty shot shells, 5%; blanks, add 25%; bullets, 40%; Primers, \$2.70 per M. net; brass shot shells, 20%; "Winchester" B.B. Caps, \$2.55 M. net; C.B. Caps, \$3.20 M. net; 22 short, black and Lesmok, 20, 10%; 22 short, smokeless, 37½%; 22 long black and Lesmok, 20, 10%; 22 short, smokeless, 22, 10%; 22 long, rifle, black, 15%; Other R.F. ball, 15%; R. F. Shot, 20—10%; Pistol and Rifle Shot, 25%; Mill-Pistol and Rifle Ball, adv., 10%; tary and Sporting advance, 40%; Primers, \$2.80 per M. net; Brass Shot Shells, 20 and 10%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net. Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—Sin., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iland made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 25  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25  
Double bit ..... 11 00  
Hunters' Axes ..... 5 50  
"Boy's" Axes ..... 6 25  
Bench Axes, Samson No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb. Thomas Robertson & Co. Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c. Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound. Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

BENZINE Montreal Toronto Single bbls., gal. .... 0 32½  
0 31½  
Drums, gal. .... 0 29½  
0 28

## BOLTS AND NUTS

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%. Machine Bolts, ¾ in. dia. and smaller, 40%. Machine Bolts, 7-16 in. dia. and larger, 30%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 30%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%. Coach and Lag Screws, 50%. Skein Bolts, 45%. Square Head Blank Bolts, 30%. Bolt Ends, 30%. Plow Bolts, 20%. Elevator Bolts, 30%. Fancy Head Bolts, 25%. Shaft Bolts (\$3 list), 25%. Step Bolts, large head (\$3) list, 25%. Whiffletree Bolts, 25%. Nuts, square, 2c off list. Nuts, hexagon, 2c off list. Stove Rods, per lb., 8c. Stove Bolts, 62½%. Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 09½

## BRASS

Per lb. Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60  
Rods, base ½ to 1 in. round 0 55

Tubing, seamless base ..... 0 55  
Tubing, iron pipe size, 1 in. base ..... 0 50  
Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

Per doz. No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. .... 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%. Paper lined, 60%.

## BOARDS (Wash)

	Tin	Zinc
	Plate	Per doz.
Pony	.....	\$ 75
Crown	.....	3 55
Dandy	.....	3 75
Improved Globe	.....	2 65
Standard Globe	.....	2 75
Neptune	.....	2 75
Original Globe	.....	3 00
Newmarket King	.....	4 25
Victor (Glass)	.....	4 25
Jubilee	.....	4 25
Diam'd King (Glass)	.....	4 50
Western King (Enamel)	.....	4 25
Beaver, brass	.....	6 00
Wood, double faced	.....	1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. .... 16 13  
Weighted, 20 lbs., per doz. .... 18 50  
Weighted, 25 lbs., per doz. .... 22 32

## BUTTS

No. 804, 50, 12½%; No. 840, 50, 5%; No. 800, 40%; No. 838, 45%; No. 802, 50%; No. 808, 45%; No. 810 and 814, 35%.

## CANS

Milk factory cans, 15%. Cream cans, 20%. Railway cans, 20, 5%. Food delivery and creamery cans, 20%. Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, plus 10%. Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots .... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto, 1 50  
White Bros. English, 2 00  
"Lafarge" cement, in wood 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00  
Fire brick, English, 17 00  
Fire brick, Mm., low 23 00  
Fire clay, 2¼-lb. tins, doz. .... 1 25

## CEMENT (FURNACE)

1½ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04  
CEMENT, ROOFING Per gal. Roofing cement (in bbls.) ..... 0 29  
Cement (in 5 and 10 gals.) ..... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross ..... 0 65  
Carpenters' lead pencils, per gross ..... 2 40  
Cravons, per gross ..... 0 20  
Carpenter, white, gr. .... 0 65  
Carpenter, blue, gr. .... 0 80  
Carpenter, red, gr. .... 0 80

## CHISELS

Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50

Common cold, ½, \$1.35; ¾, \$2; ¾, \$2.75; ¾, \$3; 1, \$4.  
Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal. Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.80; ¾, \$6.70; ¾, \$6.55; 1, \$6.40. Electric Weld Coil Chain—BB 2-16 in., \$11.45; ¼ in., \$8.15; 5-16 in., \$6.65; ¾ in., \$5.60; 7-16 in., \$5.60; ½ in., \$5.60 per 100 lbs. Electric Weld Loading Chain, ¼ in., \$13.50 per 100 lbs. Steel Jack, 15% net. Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

## COPPER

Montreal Toronto Casting ingot, see weekly report Bars, ½ to 2 in. .... 46 50  
Plain sheets, 14 oz. 14x28 in., 14x60 in. 45 00  
Copper sheet, tinned, 14x60, 14 oz. .... 54 00  
Copper sheet, planished, 14x60 base. .... 57 00  
Braziers' in sheets, 6x4 base ..... 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

## Galvanized

18x24x52 .. 6 25 6 25 6 50  
60 .. 6 50 6 50 6 75  
20x28x47 .. 6 75 6 75 7 00  
20x28x94 .. 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25  
Raven and Murex Grades— IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00  
"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade— I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

## COKES, BRIGHT

Bessemer Steel— 10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

## CROWBARS, 4 to 4½c per lb.

## DRILLS

Bit Stock Drills, 50%. Wood Drills, 20%. Straight Shank Drills, 45%.



MADE IN CANADA


**3 SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE**
**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

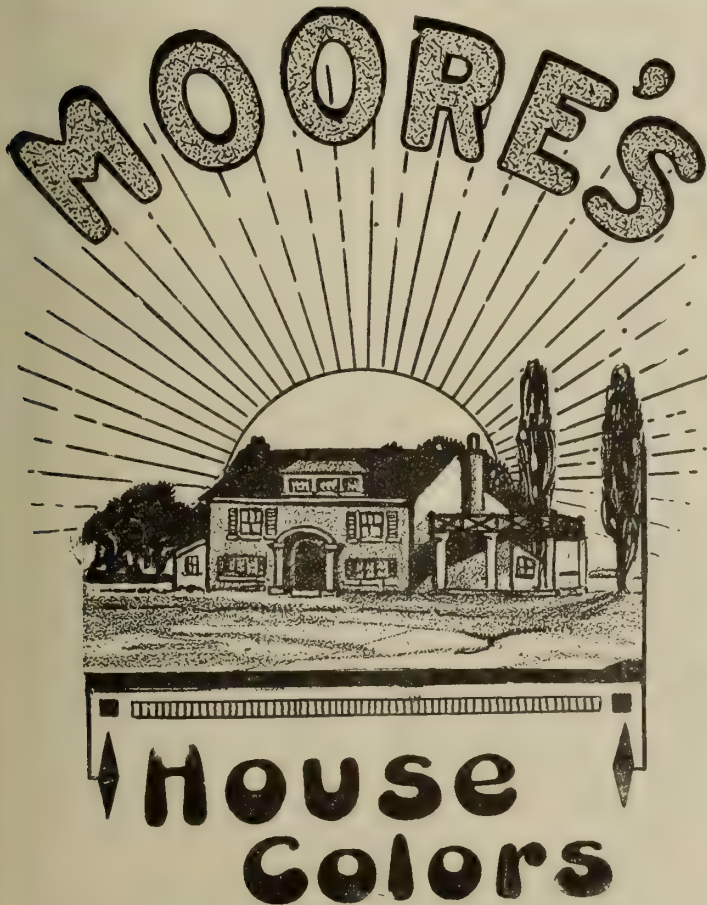
**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG


**Big Value! Big Profit!**

The Moore value is built from the very best and most lasting pigments, combined with Pure Linseed Oil and the very best liquid dryers.

Moore's House Colors dry perfectly hard with a high gloss, and possess sufficient elasticity to prevent cracking or peeling. Their working qualities have been thoroughly tested at sea-shore and inland, and have given very satisfactory results.

Drop us a card for agency proposition.

**BENJAMIN MOORE & CO.  
Limited**

WEST TORONTO, CANADA

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —  
DOUBLE-COATED TISSUE.**

I C, 14 x 26 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base 9 50	9 50	9 50

FILES AND RASPS.	Per cent.	
Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Selta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Vulcan Brand .....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL.	Doz.	
Hollow and pressed steel...	0 75	
Solid .....	1 20	
Special Stall Fixture, 40%.		

FRAMED MIRRORS.	Doz.	
Size glass, 4 x 6 .....	1 00	
Size glass, 5 x 7 .....	1 25	
Size glass, 6 x 9 .....	1 60	
Size glass, 7 x 9 .....	1 75	
Size glass, 8 x 10 .....	2 00	
Size glass, 9 x 12 .....	2 60	
Size glass, 10 x 14 .....	3 10	
Size glass, 10 x 17 .....	3 75	

GASOLINE.	Montreal.	
Barrels .....	0 33	
Drums .....	0 30	
Tank wagon .....	0 29½	
	Toronto	
Any quantity, in bbls....	32	
Drums, 40-gal., per gal. ...	28½	
Tank wagon .....	28½	

GRINDSTONES	Per 100 lbs.	
Over 40 lbs. and 2 in. thick 1 45		
Smaller sizes extra.		

HALTERS (SNAP AND RING)	Doz.	
Russet rope shank, 1 in. ...	7 75	
Russet rope shank, 1¼ in. ...	9 25	
Black rope shank, 1 in. ...	8 00	
Black rope shank, 1¼ in. ...	9 40	
Hand sewn, no shank, 1 in. ...	11 50	
Hand sewn, no shank, 1¼ in. ...	13 00	
Hand sewn, with shank, 1 in. ...	14 75	
Hand sewn, with shank, 1¼ in. ...	16 25	

HALTERS (SISAL)		
7-16 in. gross, \$15; ½ in. ...	\$18;	
¾-in., \$21.		

HAMMERS, SLEDGE		
Can., 5 lbs. and over, cwt. ...	10 00	
Masons, 5 lbs. and over, per cwt. ....	12 00	
Napping, up to 2 lbs. ....	0 13½	

HANDLES (WOOD)	Net	
Axe, No. 3 culls, doz. ....	0 84	
Axe, No. 1 hickory, doz. ....	2 14	
Axe, 2nd growth, doz. ....	3 00	

Extra quality, 40 per cent.		
All second growth hickory handles, 40%.		
All pick handles (all kinds), 35%.		

All other hickory handles, 37%.		
All ash and maple axe handles, 40%.		
All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.		

All oak, ash and rock elm team neckyokes and singletrees, 30%.		
All doubletrees and eveners, 25%.		
All hickory cant hooks and peevies changed to 25%.		

All maple cant hooks and peevies changed to 35%.		
Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.		

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special, zenith .....	9 00	
Atlas, steel covered..	\$5 25	6 60
Perfect, No. 1 .....	8 50	
Perfect, No. 1½ .....	9 50	
Perfect, No. 2 .....	10 00	
New Milo, flexible, doz....	6 50	
Steel King Hangers, doz. sets .....	6 40	
Storm King and safety hangers, doz....	6 50	
Storm King rail .....	4 70	
Crown .....	4 85	
Crescent .....	7 25	
Sovereign .....	6 50	
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		

Steel track, 1 x 3-16 in. (100 ft.) .....	\$ 3 25	
Steel track, 1¼ in. ....	5 75	

HATCHETS.	Samson	Samson
Per doz.	Shingle	Claw
No. 1 .....	7 20	8 25
No. 2 .....	7 80	8 50

HINGES, TEE AND STRAP	Net Prices.	
Heavy	Strap	Tee
4-inch .....	\$1 48	\$1 24
5-inch .....	1 79	1 55
6-inch .....	1 94	1 75
8-inch .....	2 64	1 98
10-inch .....	4 65	3 37
12-inch .....	5 78	5 63
14-inch .....	6 59	5 74

Net price figured at 22½%.		
Light.		
3 in., doz. prs. ....	0 43	0 43
4 in., doz. prs. ....	0 51	0 47
5 in., doz. prs. ....	0 60	0 55
6 in., doz. prs. ....	0 72	0 64
8 in., doz. prs. ....	1 06	0 76
10 in., doz. prs. ....	1 49	1 02
12 in., doz. prs. ....	2 55	1 91
14 in., doz. prs. ....	2 34	

Heavy tee and strap discount, 22½%.		
Light tee and strap discount, 57½%.		

Screw Hook and Strap Hinge—		
Under 12 in., per 100 lbs. ....	5 50	
Over 14 in., per 100 lbs. ....	4 90	
Larger .....	4 60	

Extra hooks for above, ¾ in., per lb. ....		
Extra hooks for above, ¾ in., per lb. ....	6 ¾	
Crate hinges and back flaps, 65 and 5%.		

Chest hinges and hinge hasps, 55%.		
Blind, discount, 50%.		
Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.		

Chicago hold back screen door iron, gross, 12%.		
Chicago spring hinges, 15%.		
Triplex spring hinges, 40%.		
Chicago surface door (6,000).		

Garden City fire house hinges, 12½%.		
"Chief" floor hinge, 50%.		

HOES, Grub, ¾-lb., \$4.55 doz.		
HOES, CORN.		
Cyclone, doz. ....	2 40	
Hoos, corn, doz. ....	5 40	

HOES, GRASS.	English	Canadian
No. 2, per doz. ....	2 15	3 60
No. 3, per doz. ....	2 25	4 10
No. 4, per doz. ....	2 35	4 60
No. 5, per doz. ....	2 55	

HORSESHOES		
Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.		

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.		
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**HOSE, LAWN.**

Corrugated, ½ in., ft. ....	0 11	
Corrugated, ¾ in., ft. ....	0 14½	
Less 5% for full reels, 500 ft. Cable, 70%.		
Leader, 60, 10%.		

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.		
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**IRON AND STEEL**

	Montreal	Toronto
Angles .....	base 2 50	3 50
Common bar, per 100 lbs. ....	3 00	3 25
Refined iron, per 100 lbs. ....	3 05	3 50
Horseshoe iron, per 100 lbs. ....	3 45	3 50
Norway iron .....	7 25	6 00
Mild steel .....	3 30	3 25
Band steel .....	3 30	3 50
Sleigh shoe steel....	3 30	2 25
Domestic .....	3 30	3 25
Reeled machinery steel .....	4 50	4 50
Tire steel .....	3 50	3 50
Toe calk steel .....	4 20	4 25
Mining tool steel, per lb. ....	0 11½	0 12
Cammell Laird, lb. ....	0 10	0 20
Sheet, cast steel, lb. ....	0 20	0 20
Black Diamond tool steel, per lb. ....	0 12	0 11
Silver tool steel, lb. ....	0 17½	0 18½
Spring steel .....	4 60	4 50

**COLD ROLLED SHAFTING.**

7-16 to 9-16 in. ....	0 06	
¾ to 11-16 .....	0 05¾	
¾ to 1 7-16 .....	0 05¼	
2 to 3 .....	0 05	
List, plus 50%.		

**IRON, TINNED.**

72x30 up to 24 gauge, case lots .....	14 25	
72x30, 26 gauge, case lots ..	14 75	
Less than case, 25c per 100 lbs. extra.		

**IRONS (SAD)**

Mrs. Potts, No. 55, polished, per set .....	0 85	
Mrs. Potts, No. 50, nickel-plated, per set .....	0 90	
Mrs. Potts, handles, japaned, per gross .....	9 60	
Sad irons, common, plain....	5 00	
Sad irons, common, plated....	5 50	
Princess Electric, each .....	2 75	
Ideal Electric, each .....	2 85	
Gasoline Sad Irons, each....	3 50	
Ideal Gasoline, each .....	3 15	
Dover Electric, net .....	3 00	
No. 70, Dover, per doz....	21 00	

**LADDERS, ETC.**

(Step Ladders)		
Shelf-lock .....	14c	ft.
Ontario .....	17c	ft.
Faultless .....	21c	ft.
Mechanic .....	26c	ft.
Heracles .....	24c	ft.
Perfect .....	22c	ft.
Faultless, extra heavy .....	26c	ft.
Heracles, extra heavy .....	29c	ft.
Mechanic, extra heavy .....	31c	ft.
Chair ladders, each .....	\$2 00	
B.T. Standard .....	17c	ft.
B.T. Economy .....	13c	ft.
B.T. Iron Bound, 4-9 ft. ....	25c	ft.
B.T. Iron Bound, 10-14 ft. ....	30c	ft.
B.T. Iron Bound, 15-16 ft. ....	40c	ft.
B.T. Iron Bound, 17-20 ft. ....	50c	ft.
Crescent .....	16c	ft.
Household .....	12c	ft.
Standard .....	19c	ft.
Electrician .....	25c	ft.
Heavy duty .....	45c	ft.
Extension .....	23c	ft.
Common and Roped Extension.		
Up to 32 ft. ....	16c	ft.
Up to 36 ft. ....	18c	ft.
40 to 44 ft. ....	19c	ft.
48 to 52 ft. ....	24c	ft.
56 to 60 ft. ....	29c	ft.
Single and Fruit Picking.		
10 ft. to 16 ft. ....	12c	ft.
18 ft. to 22 ft. ....	13c	ft.

**LANTERNS**

Per doz.		
Cold Blast, doz. ....	\$ 8 00	
Short Globe, doz. ....	8 00	
Jumbo, doz. ....	9 25	
Jap'd Dash, doz. ....	10 75	
Search Dash, doz. ....	11 25	
Searchlight, No. 20, doz....	19 00	

All brass .....	24 25	
Little Bobs A.C., doz. ....	2 00	
Copper, well japanned....	11 25	

**LANTERN GLOBES**

Cold blast, short .....	0 60	
Cold blast .....	0 60	
Cold blast, London .....	0 40	
Prism globes .....	1 20	
Cold blast, short ruby....	2 00	
Cold blast, common ruby..	2 00	
Less 5c a doz. in 6 doz. lots.		

**LATHS (METAL)**

Per sq. yd.		
24-gauge, pat'd metal lath 0 15		
24-gauge, pat'd metal lath 0 15		
23-gauge, pat'd metal lath 0 17		
24-gauge, galv. metal lath. 0 21		
23-gauge, galv. metal lath 0 23		

**LEAD**

Montreal	Toronto	
Trail, 100 lbs., see weekly report.		
Lead Wood, 11c lb.		
Sheets, 3 lbs. sq. ft. 12 00		12 00
Sheets, 3½ lbs. sq. ft. 11 75		11 75
Sheets, 4 to 6 lbs.		

sq. ft. ....	11 50	11 50
Cut sheets, ½c per lb. extra.		
Cut sheets to size, 1c per lb. extra.		

**LINES, PLOUGH**

Russian hemp, \$3.80 doz. pair.		
Bleached flax, \$5.75 doz. pair.		

**MACHINES (WASHING)**

List Each		
Canadian .....	\$ 5 00	
Dowswell .....	5 00	
Hamilton .....	5 75	
Re-Acting .....	7 50	
Snowball .....	8 00	
Noiseless .....	8 25	
Sunlight .....	8 75	
Momentum .....	8 75	
Waverley .....	10 00	
New Century, style A....	9 00	
New Century, style B....	10 00	
New Century, Power, style D .....	24 00	
New Idea, style B .....	11 00	
Playtime, engine drive .....	11 00	
Ideal Power .....	16 00	
Seafoam, electric .....	60 00	
Seafoam, engine drive .....	25 00	
New Idea, electric .....	80 00	
Sunshine .....	4 50	
Popular, No. 1 .....	5 25	
Economic .....	6 00	
Champion .....	9 00	
Excell-All .....	11 00	
Blue Bell, without stand....	9 00	
Puritan Water Motor Washer, complete .....	16 00	
Hydro, One Tub, engine drive .....	26 00	
Low pressure water motor washer, each .....	16 00	
Connor ball-bearing, with rack .....	10 25	
I X L .....	10 00	
Gem .....	8 75	
Winner .....	8 00	
Connor Improved .....	5 00	
Jubilee .....	4 50	
Canada First .....	11 00	
Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.		

NET		
Stephen Washers .....	\$ 6 00	
Sterling .....	9 50	
B.T. Bonnie, style A....	4 25	
B.T. Bonnie, style B....	4 50	
B.T. Ideal .....	6 25	
B.T. Ideal Power .....	7 00	
B.T. Ideal Water Motor ..	12 80	
B.T. Cyclone .....	6 25	
B.T. Cyclone Water Motor.	12 80	
B.T. Vollmar, No. 2....	6 50	
B.T. Vollmar, No. 3....	7 00	
Forest City, engine-driven.	22 00	
Forest City, electric .....	48 00	

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# Big Pump Offer for August

Freight allowed on 6 or more BT Ready-to-ship Pumps during the month of August. Half the freight allowed on 3, 4 or 5 of these pumps. Prompt shipment is guaranteed. In spite of the enormous increases in raw materials—pipe, brass, etc.—prices on the pumps are practically the same as last year. It is the best proposition on pumps ever offered to the hardware trade. Hardware dealers can make money by pushing pumps NOW, during hot weather, when wells are low. Send at once for the new BT Ready-to-ship Pump Catalog.

## Beatty Bros., Limited

Head Office - - - Fergus, Ont.

St. John, N.B.   Montreal, Que.   Edmonton, Alta.   Winnipeg, Man.



*If interested, tear out this page and keep with letters to be answered.*



**NAILS**

Standard steel wire nails,  
Toronto, \$3.70 base; Montreal,  
\$3.75 base; London, \$3.70 base;  
Collingwood and Owen Sound,  
\$3.75 base.

Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.

Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 33 1-3 p.c.  
Pressed spikes, 5/8 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1 1/2-inch		\$4 10
No. 4, 1 3/4-inch		3 80
No. 5, 1 1/2-16		3 25
No. 6, 2 1/4		3 00
No. 7, 2 3/8-16		2 85
No. 8, 2 1/2		2 75
No. 9, 2 11-16		2 65
No. 10, 2 7/8		2 55
No. 11, 3 1-16		2 45
No. 12, 3 3/8		2 48

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.  
Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

	Per rod
Invincible, 1640	
Invincible, 1848	
Invincible, 2060	
Put up in 10, 20 and 30-rod rolls	

**OAKUM**

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	13 00
Plumbers (spun)	7 50

**OIL**

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palatine	0 17 1/2	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 lb.  
Tea lead, chest, 5 1/2 lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/2 lb.  
Brass, light, 11 1/2 lb.  
Zinc, heavy, 11 lb.  
Copper, heavy, 19 1/2 lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15c lb.  
Compos. turnings, No. 1, 13c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2c;  
bicycle tires, 2 1/2c.

**PACKING**

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

**PAPER, ETC.**

... Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Per 400 ft. roll	
Tarred Fibre, No. 1	0 80
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 68
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Per 100 lbs.	
Heavy dry straw	2 05
Heavy tarred straw	2 05

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	4 00
Asbestos Bldg.	3 75
Tarred felt	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 05

**ROOFING PAPER**

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheathing	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 3 1/2%.

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

	Per case
Selected full count	
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect April 26, 1916.  
Buttweld

	Per 100 feet	Black	Galv.
1/8 in.	\$ 3 00	\$ 4 50	
1/4 and 3/8 in.	3 06	5 43	
1/2 in.	3 91	6 08	
3/4 in.	4 72	7 65	
1 in.	6 97	11 31	
1 1/4 in.	9 43	15 30	
1 1/2 in.	11 28	18 29	
2 in.	15 17	24 61	
2 1/2 in.	23 99	38 90	
3 in.	31 37	50 87	
3 1/2 in.	37 72	61 18	
4 in.	44 69	72 49	

**Lapweld**

2 in.	17 02	26 46
2 1/2 in.	25 16	40 07
3 in.	32 90	52 40
3 1/2 in.	39 56	63 02
4 in.	46 87	74 67
4 1/2 in.	57 15	90 81
5 in.	66 60	105 82
6 in.	86 40	137 28
7 in.	116 62	179 70
8 in. x 25 lbs. per ft.	122 50	198 75
8 in. x 25 lbs. per ft.	141 12	217 44
9 in.	169 05	260 48
10 in. x 25 lbs. per ft.	156 80	241 60
10 in. x 40 lbs. per ft.	201 88	311 06

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$13 net.  
Lead waste pipe, \$14 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

**PLASTER**

Paris, per bbl., London	2 25
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**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Burrton's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

	Montreal	Toronto
Plates, 1/4 to 1/2 inch,		
per 100 lbs.	4 00	4 00
Heads, per 100 lbs.	4 25	4 25
Tank plates, 3-16 in.	4 75	4 75

**PLUGS (METAL)**

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

**POLISH**

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

**PUMPS**

B.T. Pump, No. 1, net	\$ 3 63
B.T. Pump, No. 2, net	4 40
B.T. Pump, No. 3, net	6 60
B.T. Pump, No. 4, net	8 25
B.T. Pump, No. 5, net	8 80
B.T. Pump, No. 6, net	9 90
B.T. Pump, No. 7, net	13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.  
Iron burrs, 37 1/2%.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 1/2c per lb.

**ROOFING**

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 00
Pluvius, 1-ply	1 25
Pluvius, 2-ply	1 65
Asphalt roofing, 1 ply	1 45
Asphalt roofing, 2 ply	1 85
Asphalt roofing, 3 ply	2 15
Compo Certainteed, 1 ply	1 40
Compo Certainteed, 2 ply	1 75
Compo Certainteed, 3 ply	2 10
Exello, 1-ply	1 60
Exello, 2-ply	2 15
Exello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per	
gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06 1/2
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Mon-  
real.

**ROPE**

Pure Manila basis	22 1/2
British Manila basis	18
African hemp basis	18
Sisal basis	15 1/2
Single lath yarn basis	15 1/2
Double lath yarn	16
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis  
prices ("and" larger), and are  
subject to usual advances for  
small sizes.

Cotton rope, 3-16 in.	0 28
1/4 in. and larger	0 27
Sisal Clothes Line	Per doz.
3 ply, 30 ft.	0 65
3 ply, 40 ft.	
3 ply, 48 ft.	1 05
3 ply, 60 ft.	1 25
3 ply, 72 ft.	1 55
6 ply, 60 ft.	1 90
6 ply, 72 ft.	2 30
6 ply, 100 ft.	

**SCALES**

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.

**Crown Even Balance**

Richelle Union Scale, 40 p.c.  
Dominion Plates Scales, 40 p.c.  
Net prices on Champion scales  
are as follows:  
Champion, 4-lb., \$3, plus 20c  
for stamping. Champion 10-lb.,  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping. Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.80, plus \$1  
for stamping. Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCREWS (MACHINE)**

Flat head, iron, 27 1/2%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws,	60%.

**SHEETS (BLACK)**

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

**Re Gauges of Sheets.**

On account of it being prac-  
tically impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10%  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.
	Galvanized Painted
28 ga.	\$ 5.50 \$2.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00

Above prices are subject to 1 1/2  
per cent. discount to dealers.

**Galvanized**

B.W.	Queen's	Fleur-	Gorbals
gauge	Head	de-Lis	best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets —  
10 1/4 oz., \$6.80; U.S. No. 28, \$6.50;  
U.S. No. 26, \$6.20; 22 and 24  
gauge, \$6.05; 18 and 20 gauge,  
\$5.85; 16-gauge, \$5.70; 14-gauge,  
\$5.50. F.o.b. Hamilton and To-  
ronto.

Calborne (Crown — 16-20 gauge  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand. Montreal Toronto		
14 gauge .....	5 80	5 30
16 gauge .....	5 80	5 30
18-20 gauge ....	5 90	5 65
22-24 gauge ....	6 00	5 85
26 gauge .....	6 25	6 00
28 gauge .....	6 65	6 25
10 3/4 ozs. ....	6 95	6 50
Add 25c for less than case lots		



# Prepare for the Hunting and Duck Shooting Season

The articles named below will be in strong demand shortly, and you would be well advised in making the necessary preparations for carrying a judicious stock of lines suitable to your particular trade.

## High-Grade Rifles and Shotguns

Winchester, Savage, Remington and Marlin Rifles, all calibres.	Single and Double Barrel Shotguns, in 12, 16, 20 gauge.	Winchester, Remington and Marlin Repeating Shotguns.
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Ammunition, in unusually great variety.

## Hunters' Accessories You Should Carry

Decoy Ducks, Reloading Tools, Axes, Knives, Lamps, Gun Cleaners, Duck-back Waterproof Coats and Pants,	Sweaters and Sweater Coats, Shoe Packs, Moccasins and Snowshoes.
--	--

Shotgun Shells for Duck Shooting—Dominion, Remington, Winchester.  
We carry full lines and invite your enquiries.

## Lumbermen's Supplies

**Axes**—stock includes our special "**Excello**" brand, made from finest steel; "**Black Prince**," "**Mattawa**," "**Welland-Vale Special**," Garretts' "**Black Diamond**," "**Model**" and other well-known makes.

**Axe Handles** — We ask your attention to our "**Excello**" brand—it's just right and made from the choicest second growth hickory. We will gladly furnish samples and full particulars.

**Cross-Cut Saws**—Full line of the well known makes, including "**Shurly and Dietrich**," "**Simonds**," "**Atkins**."

**Files**—We carry "**Jowitts**" English make, "**Heller Bros.**," "**Globe**," and "**Black Diamond**."

**Cant Hooks, Peavies, Pike Poles, Skidding Tongs, Chain Hooks, etc.** Also a large stock of Jones & Lloyds' BBB English Crown Tested Crane Chain. Regular Proof-Coil Chain and Electric Welded Coil Chain.

Let us have your enquiries and we will send you descriptive catalogues and full particulars.

# RICE LEWIS & SON,

LIMITED

TORONTO

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ONTARIO



Drain spades, 40, 12½%.

Hollow backs and sand, 1st, 40, 12½%, and 4th, 20%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.

**SOLDER** Montreal Toronto

See weekly report.

**SOLDERING COPPERS.**

Base, per lb., 52 cents.

**SOLDER, BAR**

Guaranteed ..... 0 28½

Strictly ..... 0 26½

Commercial ..... 0 25

**SOLDER, WIPING**

Star extra ..... 0 26½

Easy ..... 0 24½

Acme ..... 0 23½

**SPELTER.** See weekly report.

**SPOUTS**

Warner Malleable Winged

Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.

Montreal, Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb. boxes ..... 5 05

Fence staples, bright, in kegs ..... 3 95

Fence staples, bright, in 25-lb. boxes ..... 4 20

Poultry netting staples, 100 lb. kegs ..... 12 00

Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

**SWEEPERS, CARPET** Bissell's

Boudoir ..... 31 00

Champion Nic. .... 25 00

Champion Jap. .... 23 00

Univ. Japd., cyco bearing. .... 26 00

Univ. N.P., cyco bearing. .... 20 00

Grand Rapid, Japd., ball-bearing ..... 28 00

Grand Rapid, N.P., ball-bearing ..... 31 00

Princess, N.P., ball-bearing. .... 32 00

Elite, ball-bearing ..... 36 00

Am. Queen, N.P., bal-bear. .... 34 00

Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**

Grand Rapids Vac, doz. ....\$77 00

Household Vac, doz. .... 63 00

Superba Vac, doz. .... 92 00

**SWINGS**

Baby, 2-passenger, each ...\$2 75

Ontario, 2-passenger, each. ... 3 75

Ontario, 4-passenger, each. ... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Settees with awning, each .....13 50

Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;

cheese box tacks, bulk;

trunk tacks, blank and tinned;

bulk; carpet tacks, blue; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blue, in doz.

only; cut tacks, ¼ cut tacks,

blue and tinned, in weights;

Swedes; Swedes upholsterers'

bulk; Swedes brush, blue and

tinned, bulk; Swedes gimp,

blue, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount, 75 and 10%.

**NAILS**

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, blue; clout nails, tinned;

chair nails; cigar box nails; pat-

ent brads; fine finishing; picture

frame points; lining tacks, solid

head (in bulk).

Discount, 75 and 10%.

**CAPPED GOODS**

Lining tacks, in papers; lin-

ing tacks, in bulk; saddle nails,

in papers; saddle nails, in bulk;

tuffing buttons, 22 line, in doz.

only; tin capped trunk nails;

zinc glaziers' points, prices quoted

on application.

Discount, 75 and 10%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ners' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobblers' rivets; brass cob-

blers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15

Ass skin, No. 714, 66 ft., doz. 3 80

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**TIES (METAL)**

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70-10%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and

10%.

**TROUGH (EAVE)**

G. G. Square head and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

R.T. Single Rail .....24c ft

R.T. Double Angle .....22c ft.

R.T. Double Tee .....20c ft.

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4 00

8 ft., each 2.00 16 ft., each 4 80

10 ft., each 2.50 18 ft., each 5 40

12 ft., each 3.60 20 ft., each 6 00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28½

4-ply ..... 0 28 0 28

3-ply ..... 0 25 0 25

**TUBES**

Boiler Tubes, Lapwelded.

100 ft., 2 in. .... 16 10

100 ft., 2½ in. .... 18 50

100 ft., 3 in. .... 21 00

100 ft., 3½ in. .... 25 00

100 ft., 4 in. .... 29 00

100 ft., 4½ in. .... 37 00

**TUBS**

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

Hercules

No. 4 ..... 12 40

No. 5 ..... 13 83

No. 6 ..... 15 40

Common Galvanized

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

Per nest

Nests of 3—0, 1 and 2 .....\$2 35

Nests of 3—1, 2 and 3 ..... 2 05

Nests of 4—0, 1, 2, and 3 .. 2 95

**WOOD TUBS**

No. 0, per doz. .... 11 00

No. 1, per doz. .... 9 50

No. 2, per doz. .... 8 00

No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½; patent quick

opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitts,

plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**

Japanned ware, 22½%.

Japanned ware, white, 17½%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**

Discount, 17½%.

6, 10 and 14-qt. flaring pails,

17½%.

Copper bottom tea kettles and

boilers, list.

**WARE, STAMPED.** Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, plain,

66 2-3%.

Tinners' trimmings, retinned,

60, 10%.

Tinners' trimmings, general,

27½%.

**WASHERS, IRON.**

Full box, 25%; smaller lots,

25%, assorted. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2c lb.



# MUNRO'S

Reds, Greens,  
Yellows, Blues,  
Paris Green

## DRY

Made in Canada by  
**The Allan Munro  
Color Co., Ltd.**  
MONTREAL

## COLORS

## RAMSAYS BULLDOG BRUSHES

Trade



Mark

For over a half a century the name of "Ramsay" has stood pre-eminent among the trade, Dominion-wide, in producing the highest quality of Paints, Oils, Stains, Varnishes, etc., etc.—and to-day we have made another distinct step forward in serving the interests of both the dealer in Brushes and the users of them.

### BULLDOG BRAND BRUSHES

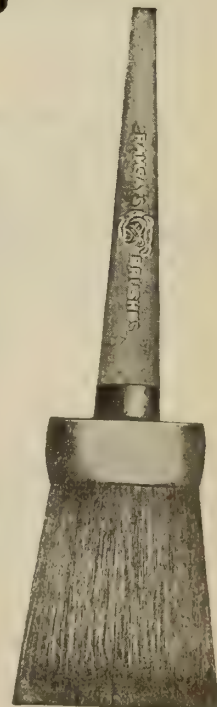
—are made in Canada by skilled Canadian labor; using the most modern methods, attractively finished, and in variety sufficiently broad to cover all requirements, from the cheaper lines for household trade to the highest possible grades, as used by the skilled mechanic.

Our Trade-Marked line of BULLDOG Brand Brushes is well known to Canadians and an exceptionally profitable line for the retailer to sell

Write for our Catalog and Price List on BULLDOG Brand Brushes.

### A. RAMSAY & SON COMPANY

Manufacturers of High-Grade Paints, Etc., to Canadians Since 1842  
Toronto MONTREAL Vancouver



*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.20 per 100 lbs.  
5 lb. packages, \$6 per 100 lbs.

## BEESEWAX

Small quantities, per lb... 0 50  
Larger quantities, per lb... 0 45

## BLUE STONE

Montreal Toronto  
Per lb. .... 0 14 0 20  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 .... \$1 30  
Banana oil, gal. .... 3 75

## BRUSHES

Weighted, 15 lbs., doz.... \$16 13  
Weighted, 20 lbs., doz.... 18 50

## COATING

Cement Coating ..... \$2 55 2 40

## COLORS (DRY)

Per lb.  
Raw Umber, 100 lb. keg... 5-9c  
Burnt Umber, 100 lb. .... 5-9c  
Raw Sienna, 100 lb. kegs... 5-9c  
Burnt Sienna, 100 lb. kegs 5-9c  
Imp. green, 100 lb. kegs... 0 22  
Chrome green, pure ..... 0 35  
Chrome yellow ..... 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs... 0 16  
Indian red, No. 1, 100 lb. k. 0 04  
Venetian red, best bright. 0 04  
Venetian red, No. 1 ..... 0 02  
Drop black, pure dry.... 0 25  
Golden ochre, 100 lb. kegs 0 06  
White ochre, 100 lb. kegs 0 06  
White ochre, barrels ..... 0 02½  
Yellow ochre, barrels ..... 0 02  
Spruce ochre, 100 lb. kegs 0 03  
Canadian red oxide, bbls. 0 01½  
Super magnetic red ..... 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure ..... 0 13  
Indian red ..... 0 17  
Chrome yellow, pure ..... 30-35  
Golden ochre, pure ..... 0 16  
French spruce ochre, pure 0 15  
Chrome green, pure ..... 0 15  
French permanent green, pure ..... 0 20  
Signwriters' black, pure .. 0 22  
Marine black, 25-lb. irons 0 07  
Lampblack ..... 0 20

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel ..... 4 50  
Anchor Floorlustrer ..... 2 10  
O.P.W. Sunshine White ... 4 10  
Old Dutch Enamel ..... 4 00  
Jas-per-lac floor enamel... 1 90  
Jas-per-lac art enamel ... 3 10  
Moormale ..... 4 35

## FILLER

Luxeberry Enamel ..... \$5 00  
Screen Enamel. BB ..... 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. .... 0 15½  
\$1.10 for demi-john extra.

## GLUE

Per lb.  
French medal ..... 0 20  
English common sheet ... 0 25  
Martin's Enamel ..... 4 25  
English prima ..... 0 25  
White pigfoot ..... 0 23½  
Perfection amber, ground, No. 1230 ..... 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags ..... 0 35  
Gelatin, 112 lb. bags ..... 0 45  
Ground glues, 112 lb. bags—  
No. 1 ..... 0 20  
Extra ..... 0 18  
Dreadnought, lb. .... 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	.....	\$7 80	\$11 90	
26 to 34	.....	8 15	12 85	
35 to 40	.....	8 50	13 60	
41 to 50	.....	11 75	15 50	
51 to 60	.....	12 25	15 85	
61 to 70	.....	13 10	16 80	
71 to 80	.....	14 75	18 35	
81 to 84	.....		22 75	
85 to 90	.....		24 35	
91 to 94	.....		25 00	
95 to 100	.....		29 00	
101 to 105	.....		32 00	

106 to 110 ..... 37 00  
Discount, 30 per cent; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price

United	Star	Diamond
Inches		
Up to 25	..... \$7 80	\$11 90
26 to 34	..... 8 15	12 85
35 to 40	..... 8 50	13 60
41 to 50	..... 11 75	15 50
51 to 60	..... 12 25	15 85
61 to 70	..... 13 10	16 80
71 to 80	..... 14 75	18 35
81 to 85	..... 22 35	
86 to 90	..... 24 35	
91 to 95	..... 25 00	
96 to 101	..... 29 00	
101 to 105	..... 32 00	
106 to 110	..... 37 00	

Discount, 25 and 5 per cent.

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off Toronto.  
Country discount, 20 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots  
"Anchor Pure" ..... \$13 80 \$13 95  
O.P.W. Decorators' Pure ..... 13 80 13 95  
Crown and Anchor. 13 80 13 95  
Crown Diamond Pure ..... 13 80 13 95  
Elephant Genuine... 14 10 14 25  
Green Seal ..... 13 80 13 95  
Moore's Pure White Lead ..... 12 80 13 95  
O.P.W. Decorators Pure ..... 13 80 13 95  
O.P.W. English... 14 05 14 20  
Painters' Perfect... 13 35 13 50  
Ramsay's Pure Lead ..... 13 80 13 95  
Tiger Pure ..... 13 80 13 95  
Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. \$15.50  
Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. \$17.50 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)  
Genuine, 560-pound casks, per cwt.. 13 87½ 13 87½  
Genuine, 100-pound kegs, per cwt.. 13 87½ 13 87½  
Less quantity ..... 0 13

LEAD, ARSENATE OF  
Per 100 lbs. Dry Paste  
1-lb. bottles ..... \$35 00 \$21 00  
2-lb. bottles ..... 18 00  
5-lb. bottles ..... 31 00 14 00  
10-lb. bottles ..... 29 00  
25-lb. irons ..... 25 50 13 00  
50-lb. irons ..... 12 50  
100-lb. irons ..... 24 00 11 75  
200-lb. irons ..... 11 60  
Barrels ..... 11 00  
F.o.b. Toronto, Montreal and Hamilton.

MURESCO  
Tints in 5 lb. packages, per 100 lbs.. \$5.40

## UNSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

Per gallon (in quarts)  
Brandram-Henderson's "English" white ..... 2 65  
"English," ordinary colors. 2 50  
Benjamin Moore's "Egyptian" Brand ..... 1 80  
Canada Paint Co.'s Pure... 2 65  
Crown Diamond ..... 2 35  
Crown Diamond, floor... 2 00  
Elephant ..... 2 35  
Frescotone, white ..... 2 50  
Frescotone, colors ..... 2 46

## Jamieson's Crown and Anchor

Jamieson's Island City	2 00
Martin-Senour 100% Pure...	2 05
Minerva, white	2 50
Minerva, ordinary colors...	2 55
Moore House Colors	2 40
O.P.W. Canada Brand, Pure	2 10
O.P.W. Canada Brand, Floor	2 20
O.P.W. Canada Brand, Flat Wall	2 10
Ramsay's Pure	2 30
Ramsay's Thistle	1 70
Stephens' House Paint, (Wpg.)	2 55
Stephens' Floor Paint (Wpg.)	2 25
Senour's Floor Paint	2 20
Senour's Porch Paint	2 50
Sherwin-Williams	2 50
Flat tone	2 40

## PARIS GREEN

Mun- ro's	C.P. Co.	Ber- gers
600-lb. bbls. .... 42¾	38¾	39½
250-lb. kegs ..... 43	39	39¾
100-lb. drums ..... 44	40	40¾
50-lb. drums ..... 44	40	40¾
25-lb. drums ..... 44½	40½	41
1-lb. 100s, pkgs. .... 46¼	42¼	43
½-lb. 100s ..... 48¾	44¼	45
1-lb. 100s, tins. .... 47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. .... \$2.25-\$2.50

## PRIMER

Luxeberry Primer ..... 2 25

## PASTE WOOD FILLER

	Found
1 lb. cans ..... 0 11	
2 lb. cans ..... 0 11	
5 lb. cans ..... 0 09	
10 lb. cans ..... 0 08½	
25 lb. cans ..... 0 08	
100 lb. kegs ..... 0 07	
½ Barrels ..... 0 06½	
Barrels ..... 0 06	

## PUTTY

	Standard	Montreal Toronto
Bulk, in casks ..... 2 70	2 80	
Bulk, 100-lb. drums 2 90	3 00	
Bulk, 25-lb. drums.. 3 00	3 10	
Bladders, in bbls.. 3 30	3 40	
Pure Putty, 70c cwt. advance		

## SHELLAC

Gum, 34c lb.; finest orange, 39c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. .... 0 65  
Pint tins, per doz. .... 1 10  
London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans ..... 2 10
Cumoff ..... 2 10
Dreadnought, gal. .... 2 75
O.P.W. Presto ..... 2 25
Lingerwert ..... 2 65

## TURPENTINE

See weekly report for prices.

## SLATING

Liquid Slating, B.B. .... \$3 00

## STAINS

Oil and Spirit, Berry Bros.. \$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac ..... 0 85
C.P. Oil Stains ..... 1 98
Sun Varnish Stains ..... 2 20

## VARNISHES

	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal" ..... 1 90	
Copalline Varnish ..... 2 50	
C. P. Co.'s Sun Varnish.. 2 50	
Dependon Light Hard Oil Finish ..... 1 70	
Dul gloss ..... 3 00	
"Dreadnought" floor varnish 2 30	
"Dreadnought" spar varnish 2 30	
"Dreadnought" Varnish.. 2 65	
"Dreadnought" varnish (gloss) ..... 1 90	

## "Dreadnought" varnish

(eggshell) ..... 1 90
"Dreadnought" hard oil finish ..... 1 20
"Dreadnought" interior varnish ..... 1 20
"Dreadnought" terebene dryer ..... 1 65
"Dreadnought" bronzing liquid ..... 1 05
Elastic Interior ..... 1 40
Elastic Exterior ..... 1 55
Elastic Exello ..... 2 00
Everlastic (Floor) ..... 2 55
Elastilite ..... 2 25
"Flint-Lac" coach ..... 1 30
Flatline Floor Finish ..... 3 00
Gold sized Japan ..... 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil .. 1 60
Jas-per-ite floor finish ... 2 25
Kyanize floor finish ..... 3 50
Kyanize cabinet rubbing... 3 50
Kyanize spar ..... 4 75
Kyanize stains ..... 3 50
Liquid granite ..... 2 80
Luxeberry light ..... 2 60
Luxeberry spar ..... 4 10
Luxeberry exterior ..... 4 50
Marble-ite ..... 2 31
Mar-Not ..... 2 70
Martin-Senour finest inter'r. 2 60
Martin-Senour Wood-Var .. 2 30
Maritime spar varnish.... 4 00
No. 1 Furniture Varnish ... 1 25
Pure White Shellac ..... 2 40
Pure Orange Shellac ..... 2 15
Sherwin-Williams "Kopal" Varnish ..... 2 75
Stove-Pipe Varnish, ½ pints, gross ..... 9 00
Sun Waterproof Floor Finish 2 75
Sun-Spar Varnish ..... 4 00

## WATER PAINTS

Opalite, 300 lb. bbls ..... 0 12
Opalite, 100 lb. kegs ..... 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs. .... 0 04½

## WASTE (POLISHING)

Cream ..... 0 17

## WASTE, WHITE WIPING

XXX Extra ..... 0 16
X Grand ..... 0 15
XLGR ..... 0 14
X Empire ..... 0 13
X Press ..... 0 12

## WASTE, COLORED WIPING

Fancy ..... 0 11½
Lion ..... 0 10½
Standard ..... 0 09½
Popular ..... 0 08½
Keen ..... 0 07½

## WASTE, WOOL PACKING

Arrow ..... 20
Axle ..... 16
Anvil ..... 12
Anchor ..... 10

## WIPERS, WASHED COTTON

Select White ..... 12
Mixed Colored ..... 9
Dark Colored ..... 8

This line subject to trade discount for quantity.

## WAX

	Per lb.
C. P. Floor Wax ..... 0 30	
Ronuk Floor Wax, lb. .... 0 35	
Berry Bros. .... 0 37	
Anchor ..... 0 33	
O.P.W. Lion Brand ..... 0 30	
Old English ..... 41-44c	
Johnsons ..... 41-44c	
Gold Medal ..... 0 30	

## WHITING

Paris white ..... 1 75
Plain, in bbls. .... 1 50
Gilders, bolted, in bbls. 1 60
Per 100 lbs.

## WOOL ALCOHOL

	Per gal.
In gallons ..... 1 25	
Barrels ..... 0 87	
\$4 extra for barrels.	



# Varnish for Motor Boats

The season is here—Enthusiasts are varnishing motor boats, skiffs, canoes, yachts, etc. — They want good varnish.

## DOUGALL VARNISH IS THE BEST

—will withstand the ravages of the weather—wind, rain and spray have no effect upon it and the sun will not blister it.

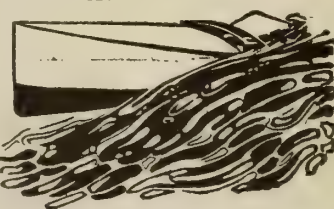
The Dougall  
Varnish Co., Limited

305 Manufacturers Street  
MONTREAL



You cannot do better than supply your customers with this varnish.

*Replenish your  
stock to-day.*



**RED  
S  
BRAND  
WINDOW  
GLASS**



**GLASS  
BENDERS  
TO  
THE  
TRADE**

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

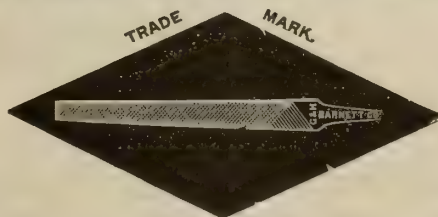
DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$13.00;  
chilled, \$14.50; buckshot, \$13.80;  
ball, \$14.20.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 14c.  
Norris, 41 to 56 lbs., 12½¢; 57  
to 70 lbs., 11c; 71 to 83 lbs.; 10c;  
84 lbs. and over, 9½¢.

## AXES

H. B., 1 lb., \$7.25 per doz.; 1½  
lbs., \$7.65; 2 lb., \$7.90; 2½ lb.,  
\$8.50; 2½ lbs., \$8.75; 3, 3½ and 4  
lbs., \$9; H. B. Handled Axes, 2  
lb., \$9; 2½ lb., \$10.50; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.25;  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$20.80.

**BAR, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c  
advance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12c.

## BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-  
cording to quality; plain, 50 to  
95c.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVISES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Eavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.  
**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 26c  
per gal.; \$4.95 per case.

**GALVANIZED WARE.** Net list.  
Heavy pails, light pails and  
heavy tubs.

GLASS, WINDOW	Single	Double
Up to 25 in. ....	6 75	10 25
26 to 40 .....	7 50	11 75
41 to 50 .....	10 00	13 25
51 to 60 .....	10 50	14 00
61 to 70 .....	11 25	14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 50 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90.

**IRON GALVANIZED** "Fleur

	Premier de Lis"
10¼ oz. or 28 Eng. ....	7 25
28 Am. or 26 Eng. ....	7 00
26 Am. or 26 spec. ....	6 70
24 .....	6 30
22 .....	6 20
18 and 20 .....	6 00
16 Am. ....	5 85
14 Am. ....	5 85

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain .....
 7 50 |

No. 20, X-ray .....
 11 25 |

No. 22, Dash-board .....
 10 00 |

Trulite short, globe, doz. ....
 7 50 |

**LEAD PIPE.** \$10.90, \$11.90.

**LEAD WASTE.** \$10.90.

**LINSEED OIL.**

Raw, per gal., 95c; boiled, per  
gal., 98c.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85

base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.

**NETTING.** Poultry, 40 per cent.

Banner, 24-in., \$2.50; 36-in.,  
\$2.90; 48-in., \$3.60; 60-in., \$4.20;

72-in., \$5.10; 84-in., \$6.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.

Hexagon, small lots, 1c advance  
over list; case lots, net list.

**OIL CANS**

Tin vanized

½ gal., dome top....\$2 14 \$....

1 gal., dome top....2 81 4 25

2 gal., dome top.... 4 05 6 00  
2 gal., dome top.... 5 20 8 65  
5 gal., dome top.... 6 40 10 75

## OILS

Silver Star oil, 16½¢ gal.;  
Royalite oil, 17c gal.; Palacine  
oil, 20½¢ gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ inch, \$6.45; ¾, \$6.55; ½,  
\$7; ¾, \$9.15; 1, \$12.50; 1¼, \$16;  
1½, \$20.40; 2, \$27.40; 2½, \$47.15;  
3, \$61.65.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8  
inch, \$4.75; full polish, 6-7 inch,  
\$5.50; 8 inch, \$5.75; Black sheets,  
\$4.65; 8 inch, \$4.90; Black sheets  
— 28 gauge, \$5.60; 26, \$3.45; 24,  
\$3.55; 22, \$3.35; 18-20, \$3.35; 14-16,  
\$3.10; 10-12, \$3.15.

**PLOW SHARES.** ....10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PUTTY

100-lb. irons .....
 3 25 || 25-lb. irons, per cwt. .... | 3 50 |
| 1½-lb. tins ..... | 0 07 |

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assorter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 15½% base; pure Manila,  
22c base; British Manila, 18½¢  
base; lath yarn, 15c base; Afri-  
can hemp, 17½¢ base; cotton  
rope, 30c.

Tarred Marline Hanks, per  
lb., 31c.

## SASH BALANCES (Caldwell.)

33-1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

**SHEET ZINC.** Any lots, 30c.

Black Steel Sheets

10 gauge .....
 5 00 || 12 gauge ..... | 5 10 |

14 gauge .....
 5 00 || 16 gauge ..... | 5 10 |
17-24 gauge .....	4 50
26 gauge .....	4 60
28 gauge .....	4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.00; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$2.75 at  
Fort William, \$4.15 Winnipeg;  
galvanized staples, \$3.50, Fort  
William; \$3.90 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 75% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... 12 25  
20 x 28 I.X. .... 14 50  
Terne Plates .... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.  
Norris vises, 45 lbs. and under,  
\$6 each; over 45 lbs., 13c per lb.

## WASHERS

Galvanized, heavy, net list.

## WHITE LEAD

5-ton lots, \$13.35; ton lots,  
\$14.85.

## WIRE, BARB

Lyman 4-point, \$3.40 f.o.b. Ft.  
William, \$3.65 Winnipeg; Glidden  
Cattle, 2 pt., \$3.25 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.20 Ft. William, \$3.45 Winni-  
peg; Winnipeg, \$2.95; plain twist  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.  
Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Bale ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.  
Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0-9, \$4.65; 10, \$4.71; 11, \$4.77;  
12, \$4.85; 13, \$5.05; 14, \$4.90; 15,  
\$5; 16, \$5.20.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$40 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





## BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

## Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet. Medium steel, Plain Round

and Square, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

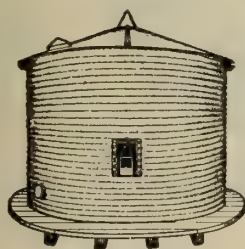
We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

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WINNIPEG MANITOBA LIMITED

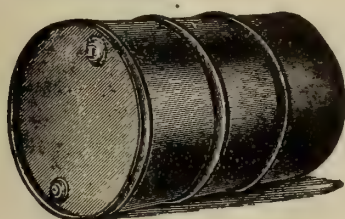


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The construction of these Troughs appeals to the prospective buyer. Handle this trough and you get the orders.

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## Stephen Leacock

contributes an article "Is Permanent Peace Possible?"  
—an excellent summary of conditions governing international relations.

## Robert W. Service

supplies another of his wonderful war poems, "The Flowers," written at the front, where he is driving a motor ambulance.

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writes on "Business—and the Fatal Spiral," an excellent article dealing with a serious condition in business which has gradually developed.

## Arthur Stringer

## Arthur E. McFarlane

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These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

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contributes an article on Dr. Michael Clark, M.P., the Free Trade advocate of the Commons.

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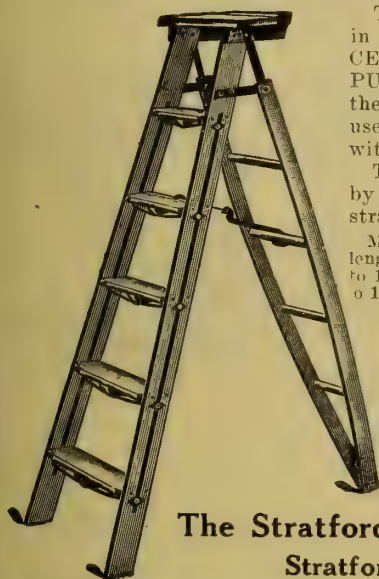
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A VERY CONVENIENT LADDER  
FOR FRUIT PICKING

THE POINTED PORTION OR LEGS CAN BE TURNED UP, MAKING A LONG, SIMPLE LADDER WHICH READILY RESTS IN THE BRANCHES OF THE TREES.



The ladder as you see it in illustration is an EXCELLENT GENERAL PURPOSE LADDER, for the reason that it can be used on uneven ground without danger of tipping.

The legs are connected by means of rounds, as in straight ladder.

Made in the following lengths: 6 ft., step extended to 11 ft.; 8 ft., step extended to 15 ft.; 10 ft., step extended to 19 ft.

Excellently Finished.  
Very Strong and  
Reliable.

A GOOD  
PROFIT BEARER.  
Write for Catalog showing  
our full line  
of Ladders.

The Stratford Mfg. Co., Ltd.  
Stratford, Canada

# PAINT UP— CLEAN UP



The demand this season for brushes of all sorts is going to be good.

It will come from

professional painters, paper-hangers and others who use brushes in the making of their living; and it will come this year in large measure from householders and their wives. Labor-shortage will make it necessary for many a man to do his own painting, paper-hanging and whitewashing this spring. This fact will multiply buyers. Be ready for the demand.

Sell a brush that will give satisfaction. A poorly-made brush is an aggravation, and does the seller of it harm. When a man or woman is buying a brush, it is a simple matter to get another 25 cents or half-dollar, if the brush is worth the extra price. Point out what constitutes a perfect brush. Say something about the defects of an inferior brush. Know something about the use to be made of the brush or brushes being asked for.

Illustrate your selling talk with MEAKINS-MADE brushes. Say something about the bristles used, and why they are adapted to the work required of the brush. Point to the length of the bristles, and the quantity used in a good brush. Point to the binding, whether a ferrule, or wire-wrapping, or metal strip. Let the customer handle the brush—to feel its smoothness of finish, and to learn about its balance in the hand. A demonstration of this kind is convincing, and leads to a ready sale—at full price.

Have you our catalogue, price and discount lists? Send for them. Give orders to your jobber or direct, as pleases you. Goods shipped from five centres—Hamilton, Winnipeg, Montreal, Toronto and London. This is an advantage.

**Meakins & Sons, Limited**  
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Warehouses: Winnipeg, London, Toronto, Montreal

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## For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

### FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. "IDEAL" is made as represented. EVERY PURCHASER IS A SATISFIED CUSTOMER.

The "IDEAL" SPECIAL SALES PLAN allows you to compete with "Mail-order-houses." No investment—no handling—no collections. You make a profit on every sale. You retain and strengthen your connection with the farmer.

Full particulars sent on request.

The MCGREGOR-BANWELL FENCE CO., Ltd.  
WALKERVILLE, ONT.

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## WIRE NAILS

IN STEEL  
HOOP KEG  
Weatherproof

## WIRE BALE TIES

For Baling Hay, etc.

### FENCE STAPLES

Bright or Galvanized

### POULTRY NETTING STAPLES

## WIRE

Bright or Annealed

### SPECIAL O. & A. WIRE

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Double Felt  
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Write for Samples and Prices

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Pressure,  
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These  
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**The Owl Metal Co., Ltd., Winnipeg**

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The  
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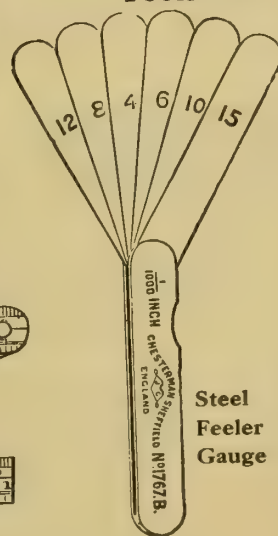
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TREBLE



Steel Pocket Rule



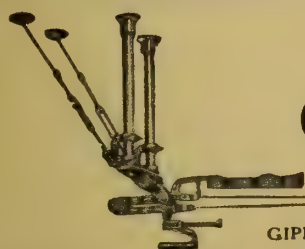
Steel  
Feeler  
Gauge



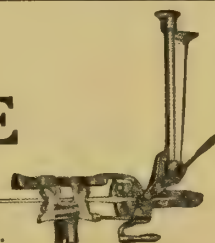
For Prices, Catalogues, etc., apply to

**F. H. SCOTT, 404 Coristine Bldg., Montreal**

## YOUR GUARANTEE



GIPE-HAZARD STORE SERVICE CO., LTD.  
97 Ontario St., Toronto, Canada



**I** NSTALL Gipe-Hazard Carriers—  
use them ten days—put them to  
every test — and if they do not  
give quicker, better and more satis-  
factory store service than any other  
system, they may be returned at our  
expense. Fair enough, is it not?  
Investigate our modern Electric  
Cable Cash Carrier and Pneumatic  
Dispatch Tubes.

Send for our new  
Catalogue F.

*If interested, tear out this page and keep with letters to be answered.*



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

**BOLTS, RIVETS, WIRE & WIRE NAILS**

*Quality Rite  
Prices Rite*

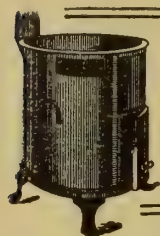


*Quick Service*

**NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.**

## NUMBER PLATES

Drop a card for prices and particulars  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
HAMILTON, ONT.



### Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to  
**James Bros. Foundry**  
PERTH, ONT.

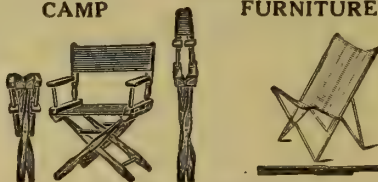


### FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

**F.W. LAMPOUGH & CO.**  
Unity Bldg., Montreal

### CAMP FURNITURE



**J. PICKLES,** 159 Portage Ave. E.  
WINNIPEG

## \$469.20 a Year for National Advertising

A half-page advertisement in MacLean's Magazine, every issue for a year (12 times), costs \$469.20.

Figured out proportionately, it means:

\$164.22	to influence	Ontarians,
\$102.00	"	Quebecers.
\$23.46	"	New Brunswickers.
\$28.15	"	Nova Scotians.
\$4.69	"	P.E. Islanders.
\$32.84	"	Manitobans.
\$37.54	"	Saskatchewanans.
\$28.15	"	Albertans.
\$28.15	"	British Columbians.

(This division on the basis of provincial populations.)

Really, when you break it up this way, the amount per province for a whole year's powerful influence is ridiculously small.

Honestly, can you say "I can't afford \$469.20 a year for national advertising?"

## MACLEAN'S MAGAZINE

Can perform a service for you, at a price, which you cannot have rendered by any other single medium, or at so low a cost.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by  
**The MacLean Publishing Co., Limited**  
143-153 University Avenue, Toronto, Ontario

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Convenience  
Quickness  
and Economy  
that fills a  
long felt want



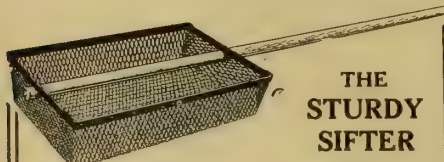
### THE "CANNON OILER"

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

**R. E. BLOOMER**  
KEITHSBURG, ILL.



### THE STURDY SIFTER

The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by

**THE COLLINS MFG. CO.**  
415 Symington Avenue, - Toronto

## How can we do it?

That's what we want to tell Western hardware dealers—how we can sell the EZE-FIXT pump for the same price or less than the ordinary pump which freezes. Write for our circular which tells all about this. We sell only to the trade.

**RICHMOND PUMP CO.**  
WINNIPEG

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

*If interested, tear out this page and keep with letters to be answered.*



**CROWBARS**

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL**

**TARRED FELT**

**SPECIFY  
DOMINION BRAND**

**J. H. McCOMB, LIMITED**

Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

**MONTREAL**

**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

**FORSTNER BITS**

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

All leading Jobbers stock  
them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.

## Brooms of Quality

may always be had by ordering  
our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$6.00 per dozen.

**FACTORY and MILL**  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**  
HAMILTON and WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*



# CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract.

It is a service we give free, and it is printed solely for the convenience of our readers.

## Abrasive Wheels

Carborundum Co., Niagara Falls, N.Y.

## Aluminum

British Aluminium Co., Toronto.

## Aluminum Solder

British Aluminium Co., Toronto.  
Canada Metal Co., Ltd., Toronto, Ont.

## Aluminum Ware

The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Mecca Specialties Co., Ltd., Toronto.

## Aluminum, Alloy, Ingot, Sheet, Wire

British Aluminium Co., Toronto.

## Ammunition

Dominion Cartridge Co., Montreal.  
Dupont Powder Co., Wilmington, Del.  
Remington Arms Union Metallic Cartridge Co., Windsor.

## Animal Traps

Oneida Community, Niagara Falls, Ont.

## Asbestos Papers

Roofers Supply Co., Ltd., Toronto.

## Asbestos Pipe Coverings

Canadian H. W. Johns-Manville Co., Ltd., Toronto.

## Ash Sifters

Collins Mfg. Co., Toronto.  
The Thos. Davidson Mfg. Co., Ltd., Montreal.  
J. Samuels, Toronto.

## Asphalt Shingles

Bird & Son, Hamilton.

## Auger Bits

Russell Jennings Mfg. Co., St. Catharines.

## Auto Accessories

Adamson Mfg. Co., Hamilton.  
Adger Craft Shops, Sheboygan, Mich.  
Abe Carborundum Co., Niagara Falls, N.Y.  
Caverhill, Learmont & Co., Montreal.  
Hyslop Bros., Ltd., Toronto.  
Richards-Wilcox Co., Ltd., London, Ont.  
Kinzing, Bruce & Co., Niagara Falls, Ont.  
The Stanley Wks., New Britain, Conn.  
L. S. Starrett Co., Athol, Mass.  
Trimont Mfg. Co., Roxbury, Mass.

## Awnings

J. Pickles, Winnipeg.

## Axes, Safety, Pocket and Camp

Marble Arms & Mfg. Co., Gladstone, Mich.

## Axles

B. J. Coghlin, Montreal.

## Babbitt Metal

Canada Metal Co., Toronto.  
Hoyt Metal Co., Toronto.  
Owl Metal Co., Winnipeg.  
Tallman Brass & Metal Co., Hamilton.

## Baits, Spoon

The Andrew B. Hendryx Co., New Haven, Conn.  
Marble Arms & Mfg. Co., Gladstone, Mich.

## Bale-Ties

Frost Steel & Wire Co., Ltd., Hamilton.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
The Stanley Works, New Britain.  
The Steel Co. of Canada, Ltd., Hamilton.

## Bar Clamps

National Machinery & Supply Co., Ltd., Hamilton.

## Bar Iron

Canadian Tube & Iron Co., Montreal.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills Co., London.

## Bar Iron and Steel

Dominion Iron & Steel Co., Ltd., Sydney.

## Barn Door Hangers

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Canada Steel Goods Co., Hamilton.  
Cushman Motor Wks., Ltd., Winnipeg.  
Richards-Wilcox Co., Ltd., London, Ont.

## Barn Equipment

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cushman Motor Wks., Ltd., Winnipeg.

## Bath Room Fittings

Kinzing, Bruce & Co., Niagara Falls, Ont.  
Landers, Frary & Clark, New Britain.

## Batteries and Accessories

Canada Dry Cells, Ltd., Winnipeg.  
Canadian Carbon Co., Ltd., Toronto.  
Interstate Electric Novelty Co.  
Mainer Electric Co., Ltd., Winnipeg.  
The Maytag Co., Ltd., Winnipeg.

## Belting

Canadian Consolidated Rubber Co., Montreal.  
Gutta Percha & Rubber Mfg. Co., Toronto.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
The Maytag Co., Ltd., Winnipeg.

## Bird Cages

Andrew B. Hendryx Co., New Haven.

## Bicycles and Accessories

Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

## Bits

Progressive Mfg. Co., Torrington, Conn.  
Russell, Jennings Mfg. Co., St. Catharines.

## Boilers, Hot Water

Clare Bros. & Co., Ltd., Preston, Ont.

## Bolts and Nuts

Canadian Tube & Iron Co., Ltd., Montreal.  
London Bolt & Hinge Wks., London.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
Northern Bolt & Screw Co., Owen Sound, Ont.  
The Stanley Works, New Britain, Conn.  
The Steel Co. of Canada, Ltd., Hamilton.

## Bolts, Panic

Wm. Newman & Sons, Ltd., Birmingham, Eng.

## Box Chisels

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Openers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Scrapers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Strapping

The Stanley Works, New Britain, Conn.

## Box Hinges and Locks

The Stanley Works, New Britain, Conn.

## Braces

Goodell-Pratt Co., Greenfield, Mass.  
Miller's Falls Co., New York.  
Stanley Rule & Level Co., New Britain.

## Brackets, Shelf

Atlas Mfg. Co., New Haven, Conn.  
Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Brakes, Metal Working

Brown, Boggs Co., Hamilton.  
Steel Bending Brake Works, Chatham.

## Brass Goods

Jas. Cartland & Son, Ltd., Birmingham, Eng.  
The Dennis Wire & Iron Works, London, Ont.  
Eley Bros., Ltd., London, Eng.  
Jas. Morrison Brass Mfg. Co., Toronto.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.  
Tallman Brass & Metal Co., Hamilton.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

## Brass, Sheets, Tubes and Rods

Tallman Brass & Metal Co., Hamilton.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

## Bread Mixers

Landers, Frary & Clark, New Britain.

## Brooms

American Broom Works, St. Basile, Que.  
Boeckh Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton, Ont.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
Walter Woods & Co., Hamilton, Ont.

## Brushes

American Broom Works, St. Basile, Que.  
Boeckh Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton, Ont.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.

## Builders' Tools and Supplies

Caverhill, Learmont & Co., Montreal.  
The Dennis Wire & Iron Works, London, Ont.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Hamilton.  
North Bros. Mfg. Co., Philadelphia.  
Richards-Wilcox Canadian Co., Ltd., London, Ont.  
Stanley Rule & Level Co., New Britain.  
The L. S. Starrett Co., Athol, Mass.

## Builders' Hardware

Canada Steel Goods Co., Ltd., Hamilton.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Goodell-Pratt Co., Greenfield, Mass.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Richards-Wilcox Canadian Co., Ltd., London, Ont.  
The Stanley Works, New Britain, Conn.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

## Building Paper

Bird & Son, Hamilton.  
Roofers Supply Co., Ltd., Toronto.

## Buildings, Portable

Pedlar People, Ltd., Oshawa.

## Burlap

G. F. Stephens & Co., Winnipeg.

## Burrs

Parmenter & Bulloch Co., Gananoque.  
The Stanley Works, New Britain, Conn.  
The Steel Co. of Canada, Hamilton.

## Butter Workers and Boxes

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

## Butts

Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Butts and Hinges

Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Butts, Spring

Chicago Spring Butt Co., Chicago.

## Calipers

L. S. Starrett Co., Athol, Mass.

## Camp Furniture

J. Pickles, Winnipeg.

## Cans

Thos. Davidson Mfg. Co., Montreal.

## Carriers, Manure

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

## Carriers, Cash and Parcel

Gipe-Hazard Store Service Co., Toronto.

## Canada Plates

Dominion Sheet Metal Co., Hamilton.  
A. C. Leslie Co., Montreal.  
Roofers Supply Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

## Carpet Sweepers

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

## Cartridges

Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

## Cash Registers

McCaskey Systems, Ltd., Toronto.

## Casseroles

Canadian Wm. A. Rogers, Ltd., Toronto.  
Landers, Frary & Clark, New Britain, Conn.

## Cattle and Trace Chains

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Ceilings, Metal

Metallic Roofing Co., Toronto and  
Winnipeg.  
Pedlar People, Ltd., Oshawa.  
Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

## Cement, Liquid

Can. H. W. Johns-Manville Co., Ltd.,  
Toronto.

## Chafing Dishes

Landers, Frary & Clark, New Britain,  
Conn.

## Chamois, Sponges

Universal Sales Co., Montreal.

## Chain Drills

Goodell-Pratt Co., Greenfield, Mass.  
North Bros. Mfg. Co., Philadelphia.

## Chain Manufacturers

Greening, B., Wire Co., Hamilton.  
The Andrew B. Hendryx Co., New  
Haven, Conn.  
McKinnon Chain Co., St. Catharines.

## Chain, Trace, Logging, Halter, Dog Leads, Agricultural

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Chains

B. J. Coghlin, Montreal.  
Greening, B., Wire Co., Hamilton.  
The Andrew B. Hendryx Co., New  
Haven, Conn.  
McKinnon Chain Co., St. Catharines.

## Chisels

Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield, Mass.  
Stanley Rule & Level Co., N. Britain.

## Churns, Hand Power

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cummer-Dowswell, Ltd., Hamilton.

## Clamps, Rack

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

## Clippers, All Kinds

American Shearer Mfg. Co., Nashua.  
Crescent Mfg. Co., New York, N.Y.

## Clocks

The Western Clock Co., La Salle, Ill.

## Clothes Pins

Wm. Cane & Sons Co., Newmarket.  
Meakins & Sons, Hamilton.  
Walter Woods & Co., Hamilton.

## Clothes Driers

Cummer-Dowswell, Ltd., Hamilton.  
McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford,  
Ont.

## Clothes Line

R. Bird & Co., Crewkerne, Eng.  
Hamilton Cotton Co., Hamilton, Ont.

## Clothes Reels

Cummer-Dowswell, Ltd., Hamilton.

## Clothes Wringers

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cummer-Dowswell Co., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Walter Woods & Co., Hamilton.

## Coal Chutes

The Dennis Wire & Iron Works,  
London, Ont.  
Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

## Coffee Percolators

Landers, Frary & Clark, New Britain.

## Colors, Dry

W. B. Bate & Co., Toronto.  
Canada Paint Co., Montreal.  
Allan Munro Color Co., Montreal.  
The Ottawa Paint Works, Toronto.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Ltd., Montreal.  
G. F. Stephens & Co., Winnipeg.



# The Opportunity of a Life-time OUR LIBERAL OFFER ON



*Will interest every progressing Hardware Dealer  
and General Merchant*

Special price named on stock assortment.

Our new sales plans will enable you to reap handsome profits from a very small initial outlay.

Allow us the privilege of explaining fully all the details in connection with this attractive "Homestead Red" Barn Paint offer.

WRITE US TO-DAY FOR PARTICULARS

## The Canada Paint Co., Limited

572 William Street, Montreal  
112 Sutherland Avenue, Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



## CLASSIFIED LIST OF ADVERTISEMENTS

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The Stanley Works, New Britain.

**Collection Agency**  
Assignees Agents, Limited, Toronto.

**Compasses**  
Marble Arms & Mfg. Co., Gladstone, Mich.

**Conductor Pipe**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pellai People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Coping Saws**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cord, Wire Picture**  
The Andrew B. Hendryx Co., New Haven, Conn.

**Cordage**  
Hamilton Cotton Co., Hamilton.

**Cornices, Metal**  
Metallic Roofing Co., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Corrugated Fasteners**  
The Stanley Works, New Britain.  
The Steel Co. of Canada, Limited, Hamilton.

**Corrugated Iron**  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Winnipeg Steel Granary & Culvert Co., Winnipeg.  
Wheeler & Bain, Toronto.

**Corrugated Aluminum**  
The British Aluminum Co., Ltd., London, Eng.

**Cow Stalls and Stanchions**  
**Bull and Calf Pens.**  
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

**Cow Ties**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

**Cranes, Hand Power**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Cranes, Overhead Travelling**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Crate Openers**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Crowbars**  
B. J. Coghlin, Montreal.

**Culverts**  
Pedlar People, Oshawa, Ont.  
Winnipeg Steel Granary & Culvert Co., Winnipeg.

**Cuspidors**  
Thos. Davidson Mfg. Co., Montreal.

**Cutlery, Razors, Scissors, Etc.**  
Acme Shear Co., Bridgeport, Conn.  
Canadian Wm. A. Rogers, Ltd., Toronto, Ont.

Caverhill, Learmont & Co., Montreal.  
Crookes, Jonathan, & Son, Geneva, N.Y.  
Howland, H. S., Sons & Co., Toronto.  
Hutton, Jas., & Co., Montreal.  
Landers, Frary & Clark, New Britain, Conn.

Marble Arms & Mfg. Co., Gladstone, Mich.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Oneida Community, Ltd., Oneida, N.Y.  
Geo. Wostenholm & Son, Sheffield, Eng.

**Cutting Pliers**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cycles**  
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

**Derricks**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Disinfectants**  
Continental Oil Co., Winnipeg.

**Display Racks, Wire Cloth**  
R. M. Bowser & Son, Renfrew, Pa.

**Dies**  
Pratt & Whitney Co., Dundas, Ont.

**Door Bolts**  
The Stanley Works, New Britain.

**Door Checks**  
Wm. Newman & Sons, Birmingham.

**Door Hangers**  
Canada Steel Goods Co., Hamilton.  
Cushman Motor Works, Winnipeg, Man.  
Myers, F. E., & Bro., Ashland, O.  
Richard Wilcox Canadian Co., London, Ont.  
The Stanley Works, New Britain.

**Door Springs**  
Chicago Spring Butt Co., Chicago, Ill.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Drills**  
Pratt & Whitney Co., Dundas, Ont.

**Draw Pulls**  
The Stanley Works, New Britain.

**Drills, Brick and Stone**  
Whitman & Barnes Mfg. Co., St. Catharines.

**Dry Batteries**  
Canada Dry Cells, Ltd., Winnipeg.  
Canadian Carbon Co., Ltd., Toronto.  
Interstate Electric Novelty Co., Toronto.  
Mainer Electric Co., Ltd., Winnipeg.  
The Maytag Co., Ltd., Winnipeg.  
Northern Electric Co., Ltd., Montreal.

**Eavestroughs**  
Thos. Davidson Mfg. Co., Montreal.  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain Co., Hamilton.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Elbows**  
Thos. Davidson Mfg. Co., Montreal.  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Electric Heating Specialties**  
Landers, Frary & Clark, New Britain.  
Renfrew Electric Co., Ltd., Renfrew.

**Electric Fixtures**  
The Barton-Netting Co., Ltd., Windsor.  
Jas. Morrison Brass Mfg. Co., Toronto.  
Mainer Electric Co., Ltd., Winnipeg.  
Northern Electric Co., Ltd., Montreal.  
Renfrew Electric Co., Ltd., Renfrew.  
Tallman Brass & Metal Co., Hamilton.

**Electric Irons**  
Landers, Frary & Clark, New Britain.  
Northern Electric Co., Ltd., Montreal.  
Renfrew Electric Co., Ltd., Renfrew.

**Electric Tools**  
John Oakey & Sons, Ltd., London, Eng.

**Emery**  
John Oakey & Sons, Ltd., London, Eng.

**Emery Cloth**  
John Oakey & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.

**Emery or Corundum Wheels**  
The Carborundum Co., Niagara Falls, N.Y.

**Emery Wheels**  
American Grinder Mfg. Co., Milwaukee, Wis.  
John Oakey & Sons, Ltd., London, Eng.

**Enamels**  
W. B. Bate & Co., Toronto.  
Berry Bros., Walkerville, Ont.  
Canada Paint Co., Montreal.  
Donall Varnish Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
The Ottawa Paint Works, Toronto.  
Pratt & Lambert, Bridgeburg, Ont.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.

**Enameled Ware**  
Thos. Davidson Mfg. Co., Montreal.

**End Cutting Nippers**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Escutcheon Pins**  
The Panometer & Bulloch Co., Gananoque, Ont.  
The Steel Co. of Canada, Ltd., Hamilton.

**Eveners, 3, 4 and 5 Horse**  
Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Farm Lighting Outfits**  
Mainer Electric Co., Ltd., Winnipeg.

**Fanlight Gear**  
Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Fasteners, Corrugated**  
Stanley Works, New Britain, Conn.

**Fasteners, Storm, Sash and Screen**  
Stanley Works, New Britain, Conn.

**Fencing, Farm, Poultry, Woven Wire**

Banwell-Hoxie Wire Fence Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.  
Frost Steel & Wire Co., Ltd., Hamilton.  
MacGregor-Banwell Fence Co., Walkerville, Ont.  
The Steel Co. of Canada, Ltd., Hamilton.

**Filters**  
Darling Bros., Ltd., Montreal.  
A. Ramsay & Son Co., Montreal.

**Figured Rolled Glass**  
A. Ramsay & Son Co., Montreal.

**Files and Rasps**  
Barnett Co., G. & H., Philadelphia.  
Delta File Works, Philadelphia, Pa.  
Henry Diston & Sons, Toronto.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.

**Firearms**  
Harrington & Richardson Arms Co., Worcester, Mass.  
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
Remington Arms U.M.C. Co., Windsor.

**Fire Brick**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Fire Clay**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Fire Door Fixtures**  
The Dennis Wire & Iron Works, London, Ont.  
Pedlar People, Oshawa, Ont.  
The Stanley Works, New Britain.  
Richard Wilcox Can. Co., London.

**Fire Escapes**  
The Dennis Wire & Iron Works, London, Ont.  
Canada Wire & Iron Goods Co., Hamilton.  
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

**Fire Place Furnishings**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Canada Wire & Iron Goods Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.

**Fishing Tackle**  
Andrew B. Hendryx Co.  
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flashlights, Electric**  
Canadian Carbon Co., Ltd., Toronto.  
Interstate Electric Novelty Co., Ltd., Toronto.

Mainer Electric Co., Ltd., Winnipeg.  
Northern Electric Co., Ltd., Montreal.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Flint Paper**  
John Oakey & Sons, Ltd., London, Eng.

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Landers, Frary & Clark, New Britain.

**Force Cups**  
Canadian Consolidated Rubber Co., Montreal.  
Gutta Percha & Rubber, Ltd., Toronto.

**Forgings**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
The Steel Co. of Canada, Ltd., Hamilton.

**Friction Hoists**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Funnels**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Furnaces, Hot Air**  
Clare Bros. & Co., Ltd., Preston, Ont.  
Findlay Bros. & Co., Ltd., Carleton Place, Ont.

**Gaffs, Fishing**  
Marble Arms & Mfg. Co., Gladstone, Mich.

**Galvanizing**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.

**Galvanized Iron**  
Dominion Sheet Metal Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.  
The Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Galvanized Steel Tanks**  
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.  
Pedlar People, Oshawa, Ont.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Galvanized Ware**  
Thos. Davidson Mfg. Co., Montreal.  
H. S. Howland, Sons & Co., Toronto.

**Galvanized Wire**  
Dominion Iron & Steel Co., Ltd., Sydney.  
Frost Steel & Wire Co., Ltd., Hamilton.  
The Steel Co. of Canada, Ltd., Hamilton.  
The Western Wire & Nail Co., Ltd., London, Ont.

**Garages, Metallic**  
Metallic Roofing Co., Ltd., Toronto and Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.

**Garage Hardware**  
Caverhill, Learmont & Co., Montreal.  
Lewis Bros., Ltd., Montreal.  
Frank Mossberg Co., Attleboro, Mass.  
Richards-Wilcox Canadian Co., London, Ont.  
The L. S. Starrett Co., Athol, Mass.  
Trimont Mfg. Co., Roxbury, Mass.  
The Stanley Works, New Britain, Conn.

**Garbage Cans**  
Thos. Davidson Mfg. Co., Montreal.

**Garden Tools**  
Ward & Payne, Sheffield, Eng.

**Gas Fixtures**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.

**Gasoline Gauges**  
Badger Craft Shops, Sheboygan, Mich.

**Gasoline Tanks, Underground**  
Darling Bros., Ltd., Montreal.

**Gates, Farm and Stock**  
Frost Steel & Wire Co., Ltd., Hamilton.  
McGregor-Banwell Fence Co., Walkerville, Ont.

**Gauges**  
Pratt & Whitney Co., Dundas, Ont.  
L. S. Starrett Co., Athol, Mass.

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A. Ramsay & Son Co., Montreal.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Ont.

**Glass Cutters**  
Goodell-Pratt Co., Greenfield, Mass.  
Miller Falls Co., Millers Falls, Mass.  
A. Ramsay & Son Co., Montreal.

**Glass Cutting Boards**  
The Lufkin Rule Co., Windsor, Ont.

**Glass, Ornamental**  
A. Ramsay & Son Co., Montreal.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Ont.

**Glass, Sheet and Figured**  
A. Ramsay & Son Co., Montreal.  
Toronto Plate Glass Importing Co., Ont.

**Glass Paper**  
John Oakey & Sons, Ltd., London, Eng.  
A. Ramsay & Son Co., Montreal.

**Glass, Wired**  
A. Ramsay & Son Co., Montreal.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Roofers Supply Co., Ltd., Toronto.  
Toronto Plate Glass Importing Co., Ont.

**Glazier's Diamonds**  
A. Ramsay & Son Co., Montreal.  
Sharratt & Newth, London, Eng.  
A. Shaw & Son, London, Eng.

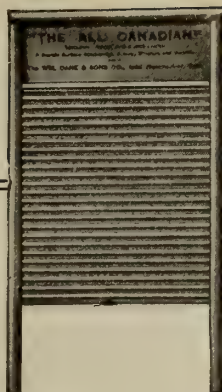
**Glue**  
W. B. Bate & Co., Toronto.  
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**Gauges**  
Buck Bros., Milbury, Mass.

**Grararies, Portable, Metallic**  
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**Reliable  
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Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

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Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

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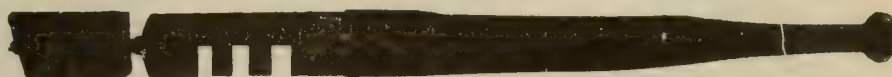
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are unequalled for cutting and wearing qualities.



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Millers Falls Co., Millers Falls, Mass.  
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Victor Saw Works, Hamilton, Ont.
- Hack Saw Machines**  
Victor Saw Works, Hamilton, Ont.
- Home Fasteners**  
Imperial Mfg. Co., Welland, Ont.
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Whitman & Barnes Mfg. Co., St.  
Catharines.
- Handles**  
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Mainer Electric Co., Ltd., Winnipeg.
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Frost Wire Fence Co., Ltd., Hamil-  
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Ont.  
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ilton.
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ilton.
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ilton.
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Stratford Mfg. Co., Stratford, Ont.
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F. E. Myers & Bros., Ashland, Ohio.  
Richards-Wilcox Canadian Co., Lon-  
don, Ont.
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ilton.  
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ton.  
McGregor-Banwell Fence Co., Walk-  
erville, Ont.
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Catharines.
- Lawn Settees**  
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Britain, Conn.  
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Nova Scotia Steel & Coal Co., New  
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Tallman Brass & Metal Co., Ham-  
ilton.  
Williams Bros. & Piggott, Ltd., Bir-  
mingham, Eng.
- Metal Boxes, for Specialties**  
Eley Bros., Ltd., London, Eng.
- Metal Lockers**  
Canada Wire & Iron Goods Mfg. Co.,  
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The Dennis Wire & Iron Works,  
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Oakey, John & Sons, London, Eng.
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Winnipeg Steel Granary & Culvert  
Co., Winnipeg.
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Wayne Oil Tank & Pump Co., Wood-  
stock, Ont.
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Frost Steel & Wire Co., Ltd., Ham-  
ilton.  
McGregor-Banwell Fence Co., Walk-  
erville, Ont.
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Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.  
Manitoba Bridge & Iron Works, Ltd.,  
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Co., Ltd., Toronto.
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R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Ottawa Paint Works, Ottawa, Ont.  
Pratt & Lambert, Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.
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Dongall Varnish Co., Ltd., Montreal.  
A. Ramsay & Son Co., Montreal.
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Canada Paint Co., Montreal.  
Allan Munro Color Co., Ltd., Mont-  
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Greening, B., Wire Co., Hamilton
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Canadian Tube & Iron Co., Montreal.  
Hoyt Metal Co., Toronto.  
The Steel Co. of Canada, Ltd., Ham-  
ilton.
- Pipe, Galvanized Cond.**  
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Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co.,  
Winnipeg.
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- Plane Irons**  
Buck Bros., Milbury, Mass.
- Planes**  
National Machinery & Supply Co.,  
Ltd., Hamilton.  
Stanley Rule & Level Co., New Brit-  
tain, Conn.
- Pliers**  
Frank Mossberg Co., Attleboro, Mass.
- Plugs, Electricians'**  
Canadian Consolidated Rubber Co.,  
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- Post Hole Augers**  
Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg, Man.
- Poultry Netting**  
Greening, B., Wire Co., Hamilton.  
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and Montreal.



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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

### WANTED

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**WANTED—HARDWARE CLERK OF GOOD** appearance and address—one who is competent to take charge in absence of proprietor and otherwise fill the position of head clerk—must be accustomed to cutting and handling glass—salary \$20.00 per week—references required. Box 294, Hardware and Metal.

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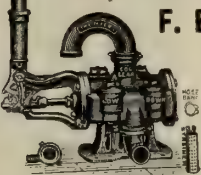
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Saves time and  
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 Prompt Shipments. Reasonable Prices.

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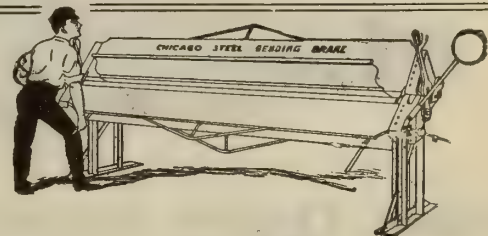
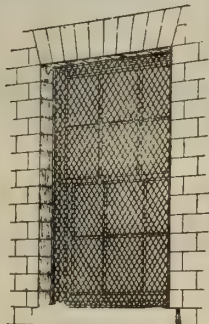
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 guards and give you a handsome profit  
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If interested, tear out this page and keep with letters to be answered.



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Quality behind the selling of your lines enhances your reputation and business.

Our goods meet the highest standard and make you good profits.

Write for full particulars.

**R. H. SMITH COMPANY, LIMITED**  
Est. 1855

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If interested, tear out this page and keep with letters to be answered.



## *A Straight Talk From the Manager.*

No. 46.

### Selling From Pictures

Henri Nobert, a successful hardwareman, of Three Rivers, Que., makes his copy of Hardware and Metal work for him every business day in the year.

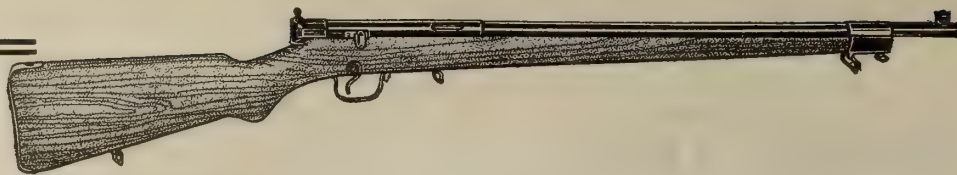
Speaking to a Hardware and Metal man the other day, he said: "Hardware and Metal puts hundreds of dollars in my pockets every year. The advertising pages are very helpful to me, for I use them to show my customers pictures of goods that I do not carry in stock. I have sold a good many of such lines as power washing machines, in this way."

There is a hint in this for every subscriber. Search the advertisements in this and every issue for pictures and information which will help you to make more sales.

You may take this absolutely for granted: that if Hardware and Metal contained nothing but its advertisements it would still be worth far more to you than the subscription price.

J. G. L.





Alex. Martin Sporting Goods Co., Ltd.,  
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The Ross Rifle Co.,  
Quebec, Que.

Dear Sirs:—

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Yours truly,  
Alex. Martin Sporting Goods Co., Limited  
(Signed) Alex. Martin.

This record, though remarkable, is not an unusual one for users of the Ross .22 Cadet Rifle. Anyone who can hold a rifle on the bull's eye, and pull a trigger properly, can equal it if he is using a Ross .22 Cadet.

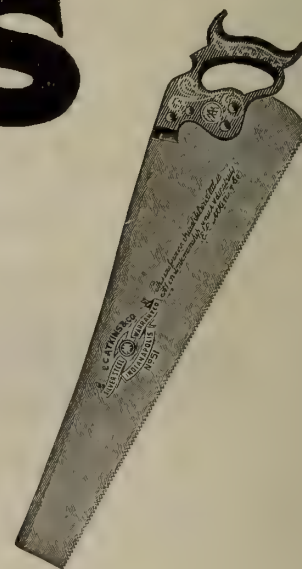
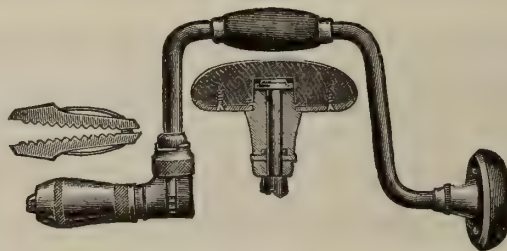
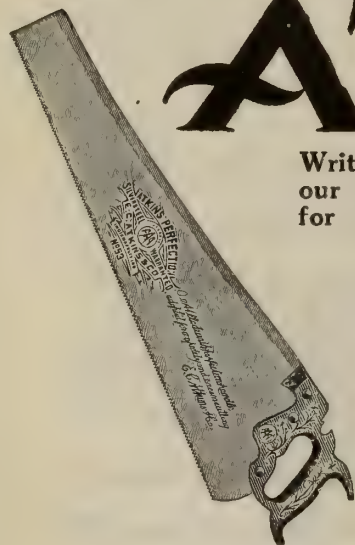
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**Buy SAWS That Will Make You the Most Money**

**ATKINS**

Write to the nearest address below. Ask for our proposition "H.M."—A co-operative plan for increasing your Saw sales and profits.



We make the finest line of  
Braces in the world.

**E. C. ATKINS & CO.**  
MAKERS OF STERLING SAWS

Factory Hamilton, Ont.

Vancouver Branch—109 Powell Street

*If interested, tear out this page and keep with letters to be answered.*



# On this Question of Babbitt

One metal is better than another. Submit competing makes to the severe tests and heavy duty, high speed and long runs. Which stands up the best? Which is the non-friction quality most evident? You'll find the answer is this:



## Always "HOYT'S FROST KING"

If you are curious or dubious, ask us to provide the evidence. We can overwhelm you with the testimony of users. Doesn't this fact mean something? Our annual sales exceed \$5,000,000. Order from your jobber. If you have difficulty, write us.

**HOYT METAL COMPANY**

New York, N. Y.

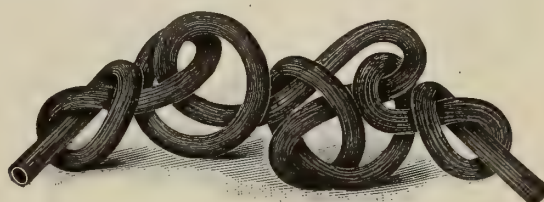
Factory and Offices,  
EASTERN AVE. and LEWIS ST., TORONTO, CANADA

London, Eng.

St. Louis, Mo.

# "Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

Toronto

Montreal

Fort William

Winnipeg

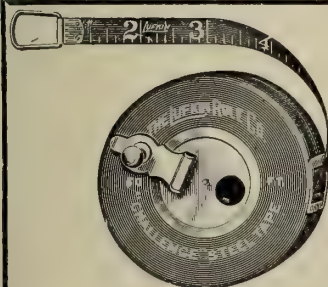
Regina

Saskatoon

Calgary

Edmonton

Vancouver



THE NEW POPULAR PRICED

**LUFKIN** "Banner" Steel Tape

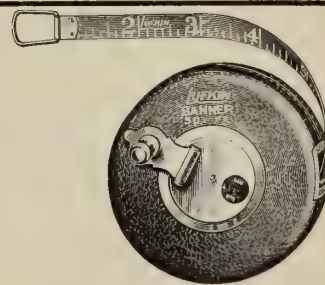
Rapidly taking its place with the other familiarly known Lufkin Brands, "Reliable," "Challenge," "Rival," etc.

The "BANNER" is an Accurate, First-Quality Steel Tape.

It has *Instantaneous* Readings.  
Foot number at each inch.  
Originated by us.



It also has metal-lined case, push button, etc.  
SELLS AT A PRICE WITHIN REACH OF  
MANY USERS OF WOVEN TAPES.



THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

## TINKER TOM'S TALKS

### Talk Number Sixty

On some jobs of Sheet Metal work cheap Galvanized Sheets are good enough—but the difference in price is so little, while the difference in quality is so big that you can afford to use those good Made-in-Canada "PREMIER" GALVANIZED SHEETS on all your work and build a reputation that means future business and steady profits.

TINKER TOM.

Look for Talk No. 61 next week.

DOMINION SHEET METAL CO., Ltd  
HAMILTON, CANADA







Genuine **STARRETT** Quality

The most uniform **HACK** saws on the market  
 We make the proper **SAW** for any work you have  
 All our **BLADES** guaranteed

**S**TARRETT saws cut quicker and last longer. A Starrett Saw is made for every purpose. Experience has proven that over 80% of the hack saw troubles are caused by using blades for work for which they were never intended. Recommend the blades indicated in the Starrett Catalog when selling hack saws; they will give satisfaction and bring you many regular customers.

Remember the name, "**Starrett**"

Ask for free catalog No. 21 -MA of Hack Saws  
 and Fine Mechanical Tools.



New York

**THE L. S. STARRETT COMPANY**  
*"The World's Greatest Tool Makers"*  
**ATHOL, MASS., U. S. A.**  
 Chicago

London





# HARDWARE<sup>AND</sup> METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 32

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Aug. 5

1916

## To Manufacturers and Jobbers of Hardware!

When Canadian Hardware Merchants come to plan their Fall Sales Campaign, the practical suggestions which our editors have prepared for Hardware and Metal's Annual Fall Number, will be of very great assistance to them.

But the advertising pages will prove even more valuable, because there never was a time when retail hardwaremen have studied buying problems as they are compelled to do now. The big attractive advertisements in the Annual Fall Number will have a strong appeal for them.

Be sure to take advantage of the special interest that this Number will stir up, at a time when heavy purchases are about to be made.

If you have not yet ordered space in the Fall Number, call in your stenographer right now, and dictate instructions, last form closes Aug. 14.

### HARDWARE and METAL

143-153 University Avenue, TORONTO, CANADA





## STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.



**STANLEY RULE & LEVEL Co.**  
**NEW BRITAIN. CONN. U.S.A.**





## The Superiority of RICHARDS-WILCOX "CHAMPION" TROLLEY

There are cheaper hangers—there are none so good.

We ourselves make all kinds of hangers; we are the largest makers of hangers in Canada as well as the United States, and we tell you that the "CHAMPION" is the best of them all for barn doors. No other hanger will give you the same year-in-and-year-out good service.

The "CHAMPION" has machined wheels—runs easy and does not wear out the track. Roller bearings twice as heavy as the ordinary.

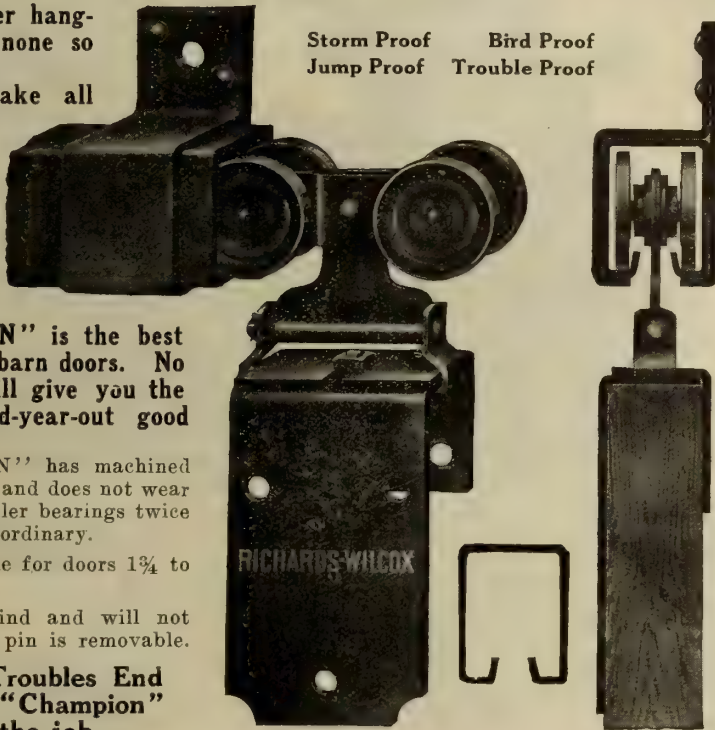
Apron is adjustable for doors  $1\frac{3}{4}$  to  $2\frac{1}{2}$  ins. thick.

Swings in the wind and will not break off. Hinge pin is removable.

**Barn Door Troubles End  
when the "Champion"  
gets on the job.**

Storm Proof  
Jump Proof

Bird Proof  
Trouble Proof



**for Barn Doors  
is not disputed  
by any one!**

R-W Trolley Track comes in 6, 8 and 10-ft. lengths. Any run up to 20 ft. can be made with but ONE JOINT.

Beware of track in short lengths requiring many joints.

If you want your customers' doors hung right, accept no substitutes; look for the name "RICHARDS - WILCOX" on every length of track.

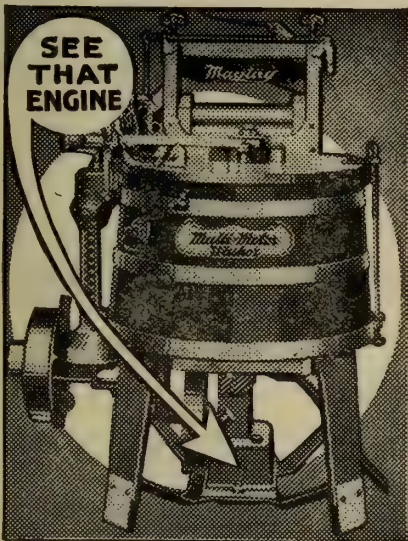
### PRICES

No.	Per	List.
321	—Hangers, doz. pr. . . .	\$28.80
31	—Track, 100 ft. . . . .	24.00
1x31	—Brackets, doz. . . . .	2.40

**Richards-Wilcox**

CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.

The "Hanger People"



**SEE  
THAT  
ENGINE**

The Maytag Multi-Motor Washer Complete with Engine and Swinging Wringer.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

The Maytag Hand Power Washer  
Makes Easy the Heaviest  
Family Washing.



In addition to the above are two other washers, "The Maytag Power" equipped with pulley to be run with separate engine, and "The Maytag Electric" which are the

## Four Best Washing Machines in the World

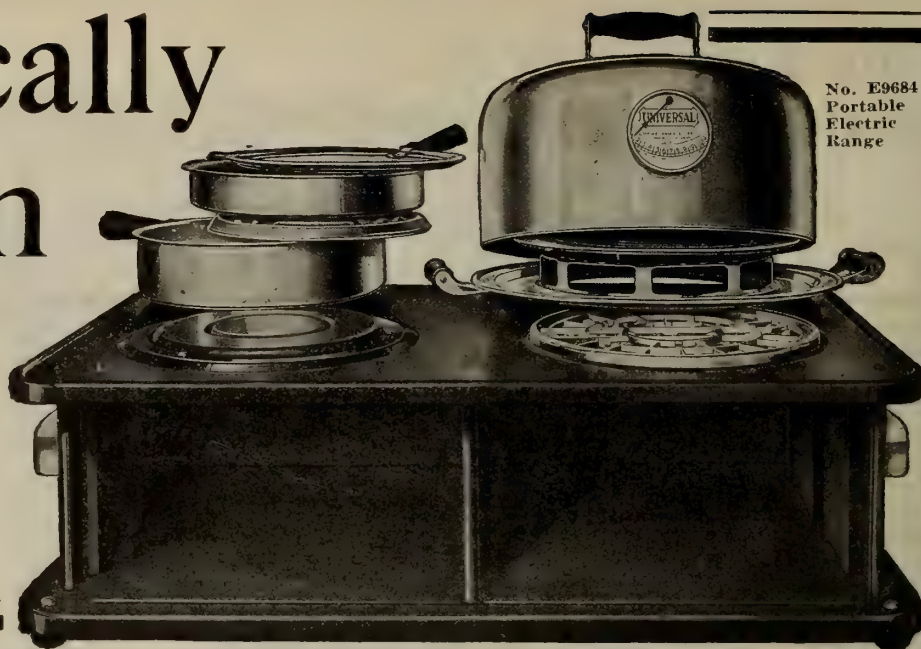
Write for prices and particulars re exclusive contract and do it to-day—NOW.

## The Maytag Company, Limited, Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Electrically Right in Every Detail



No. E9684  
Portable  
Electric  
Range



No. E997  
Electric Disc Stove

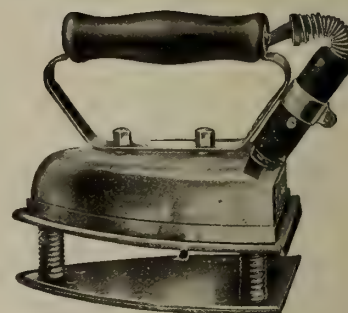
THE opportunity for permanent increase in your appliances sales is limited only by the value of the service you give.

## UNIVERSAL ELECTRIC HOME NEEDS

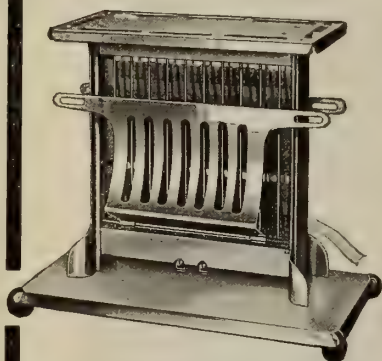
Friends you make on first sales of Universal Electric Home Needs return for subsequent purchases because they have had practical experience of the worth of this make and appreciate the safety feature and other special conveniences which they include.

**LANDERS, FRARY & CLARK**  
NEW BRITAIN, CONN.

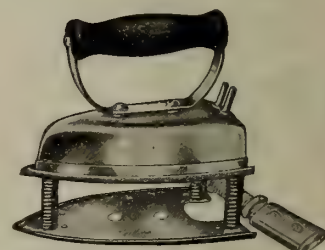
A. MACFARLANE & CO., MONTREAL  
Canadian Representatives.



No. E9051  
6-lb. Electric Iron with  
Push Button Switch



No. E946  
Electric Toaster



No. E9023  
4-lb. Electric Iron

**UNIVERSAL**



No. E984  
Electric Four-Heat Grill



No. E9635  
Electric Coffee Percolator



No. E9146  
Electric Coffee Urn

*If interested, tear out this page and keep with letters to be answered.*



# Disston Plastering Trowels

ARE  
**UNEQUALLED**

IN

**Quality-Efficiency-Durability**

Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada and the United States.



They maintain the **High Standard of Quality, Workmanship and Efficiency** which has won **World-wide Renown** for **Disston Brand Goods** for the past 76 years.

**We are headquarters for Disston Goods.**

## LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

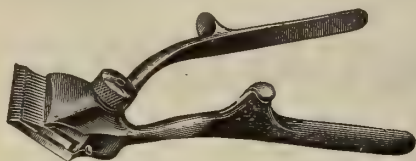
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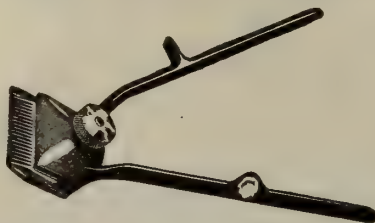
# PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



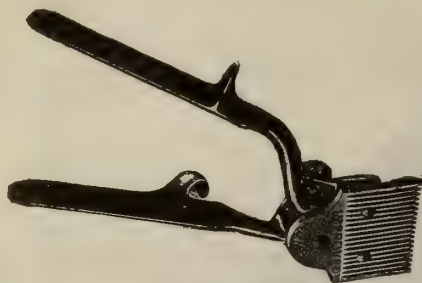
**STANDARD No. 0, No. 1 and No. 2.**  
Retailing at about \$2.50. High-class barber's clipper.



**No. 00 SHAVER**  
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



**SPEED**  
Best low-priced Clipper made. Retailing at about \$1.00.



**IMPROVED COLUMBIAN**  
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

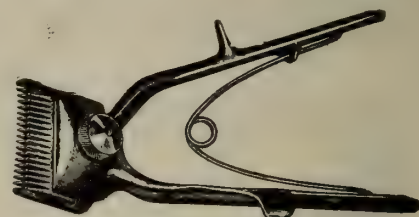
**A. MacFarlane & Co.**

Coristine Building, Montreal

Canadian Agents for

**Wiebusch & Hilger, Ltd.**

New York City



**CADET**  
with visible spring, retailing at about \$1.00.

## TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

**THE BROWN, BOGGS CO., LIMITED**  
**HAMILTON, CANADA**

Montreal Agent:  
**W. L. HALDIMAND, Jr.**

Western Agents:  
**BISSETT & WEBB, Winnipeg.**

British Columbia Agents:  
**E. A. EARL & CO., Vancouver**

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# Flashlights

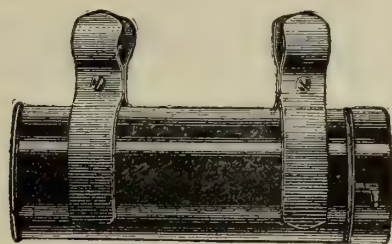
**Hand Lanterns, Trouble Lights, Automobile Sockets and  
Connectors, Miniature Incandescent Lamps of every  
Bicycle and Motorcycle Lanterns, Electric Carriage Lanterns,  
Radio Batteries and Lamps Description, Electric**

The "FRANCO" Line is mighty profitable everywhere. It is nice appearing, easily sold and gives a most desirable service.

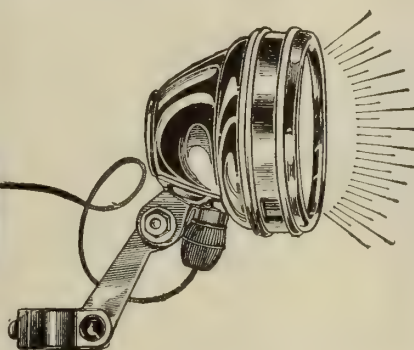


4730

FIBRE TUBULAR



4815



1009

NICKEL TUBULAR

Winners of the  
**GOLD MEDAL**  
at the

**Panama-Pacific Exposition**

Franco Flashlights are made in various sizes, styles and finishes to suit every purpose. Fitted with Radio Lamp and Radio Battery they excel all others. Radio Batteries for Flashlights and Hand Lanterns.

Long Life in use and on shelf.

*Write for Catalogue and Prices.*

See our Exhibit in the Industrial Building at the Canadian National Exhibition, Aug. 26th to Sept. 11th.



6783

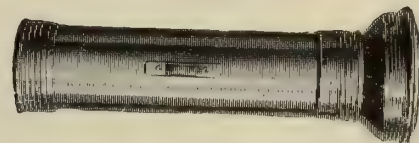


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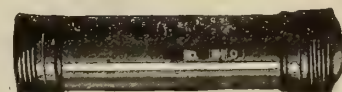


6786

Made in various other sizes and designs.



6769



6761



6766

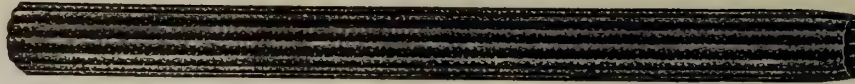
Made in various other sizes and designs.

**Interstate Electric Novelty Co. of Canada, Limited**  
220 KING STREET WEST, TORONTO, ONT.

**The Most Progressive Flashlight Manufacturers in the Dominion**

*If interested, tear out this page and keep with letters to be answered.*





## When You Want Quick Delivery Order From Us

Eavetrough, Conductor Pipe, Elbows, Valley, Ridge Roll, Ventilators, Skylights, etc., and CORRUGATED IRON.

Get our prices for Galvanized Sheets.

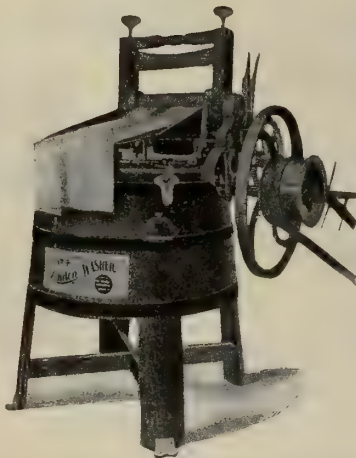
WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**

## The London No. 4 Family Power Washer



The Ideal Washer where there is a gasoline engine or other power. It washes and wrings at the same time, and should the power give out it can be operated by hand lever in the same manner as our "LONDON" No. 1 High Speed Lever Washer.

Smooth running and silent because we machine main gears, and the wringer runs on ball-bearings.

We also manufacture a full line of wheelbarrows.

Write for prices.

**The London Foundry Co., Ltd.**  
LONDON, ONT.

## Pumps that Carry Good-Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



WRITE

**The R. McDougall Co.,**  
LIMITED  
GALT, CANADA

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

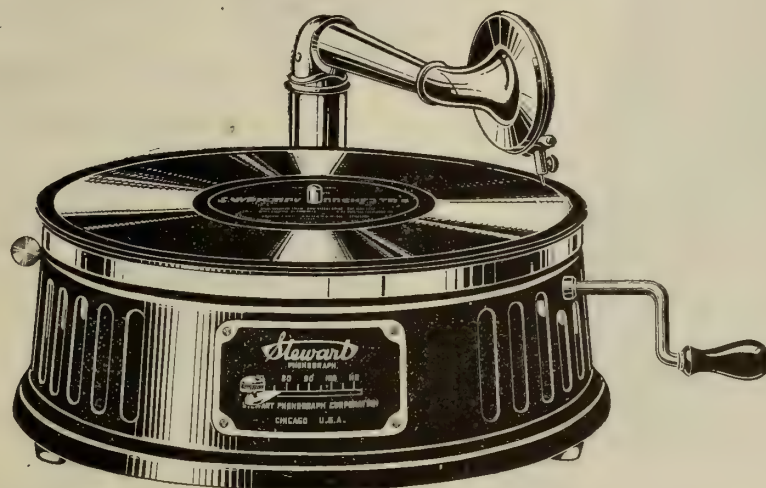
**THE THOS. PINK COMPANY, LIMITED**  
Manufacturers of Lumber Tools  
PEMBROKE - - - ONTARIO

MADE IN  
CANADA



It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.





# THIS PHONOGRAPH RETAILS FOR \$7.00

All metal construction beautifully finished in black and nickel. It will harmonize with the furnishings of the finest homes. It plays disc records of all sizes—the largest and smallest, gives a fine and true reproduction. It is natural and clear, and reproduces violin, band, organ, operatic or any popular selection with perfect tones.

It is well balanced and can be quickly wound with little effort, and is controlled by a novel brake located in a most convenient position. The Speed control is the most quickly operated of any on the market, responding to the slightest touch.

THE MOTOR IS BUILT TO LAST FOR YEARS.

WRITE FOR PRICE.

**H. S. HOWLAND SONS & CO.**  
LIMITED

WHOLESALE HARDWARE  
TORONTO



*If interested, tear out this page and keep with letters to be answered.*





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges . . . . . Pair in a Box SC 900

Light Tee Hinges . . . . . " " " SC 904

Heavy Strap Hinges . . . . . " " " SC 209

Heavy Tee Hinges . . . . . " " " SC 609

Corrugated Strap Hinges " " " SC 935

Corrugated Tee Hinges.. " " " SC 937

Don't forget the prefix "SC" !

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.

Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

## "W. & B." Drop FORGINGS

**W** We make a specialty of the highest grade Drop Forgings. Our exceptional capacity and equipment insure accurate forgings and prompt delivery.

The  
**Whitman & Barnes  
Manufacturing Co.**

Established 1854

**St. Catharines, Ontario**

Send us Blue Prints on Special Forgings, three pounds and under in weight, and permit us to estimate on your requirements.

*If interested, tear out this page and keep with letters to be answered.*





**Quality**

**Service**

# **The Steel Company of Canada, Limited**

## **PRODUCTS**

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### **FORGINGS**

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
Top Goods, Etc.

### **WIRE, ETC.**

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered Liquor  
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire  
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### **RAILWAY FASTENINGS**

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### **NAILS, SPIKES, RIVETS, ETC.**

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### **POLE LINE HARDWARE**

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### **BOLTS, NUTS AND WASHERS**

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### **WROUGHT PIPE**

Black and Galvanized Nipples and Couplings.

### **SCREWS**

Wood and Machine Steel, Brass and Bronze.

### **LEAD PRODUCTS**

Lead Pipe, White Lead, Shot and Putty.

# **The Steel Company of Canada, Limited**

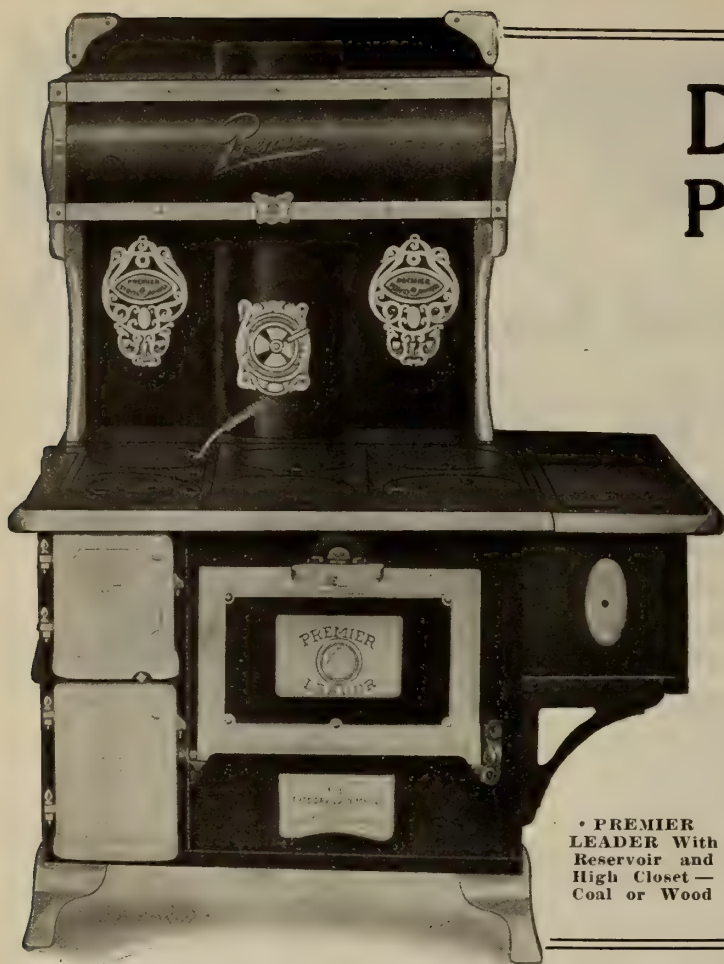
**HAMILTON TORONTO**

**MONTREAL WINNIPEG**



*If interested, tear out this page and keep with letters to be answered.*





• PREMIER  
LEADER With  
Reservoir and  
High Closet —  
Coal or Wood

## DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.  
Company, Limited**

Toronto

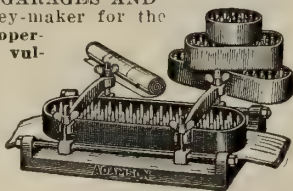
MONTREAL

Winnipeg

## Draw Profitable Business

### ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS. The money-maker for the repair man. The Adamson operates different from all other vulcanizers—no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES, AS WITH OTHER VULCANIZERS. With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.



There are over one million in use—several times more than all other makes combined.

YOU'LL FIND THE DEMAND AND PROFIT BEYOND YOUR EXPECTATION.

### ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities, and advantages are a guarantee against failure. No cement is necessary. "It makes repair work a pleasure."

Write for attractive dealers' proposition on complete line.



The only Vulcanizer made in Canada.

**ADAMSON MANUFACTURING CO.**  
67 Bay Street North, HAMILTON, ONT.

## MENDETS

A PATENT PATCH



The only device manufactured that will positively mend granite ware, hot water bottles, and all cook-

ing utensils without the use of heat, solder, cement or rivet. Sold by leading wholesale Hardware Merchants.

**Collette Manufacturing Co.**

Collingwood, Ontario

If interested, tear out this page and keep with letters to be answered.



# STERLING FURNACE

CARLETON PLACE WINNIPEG

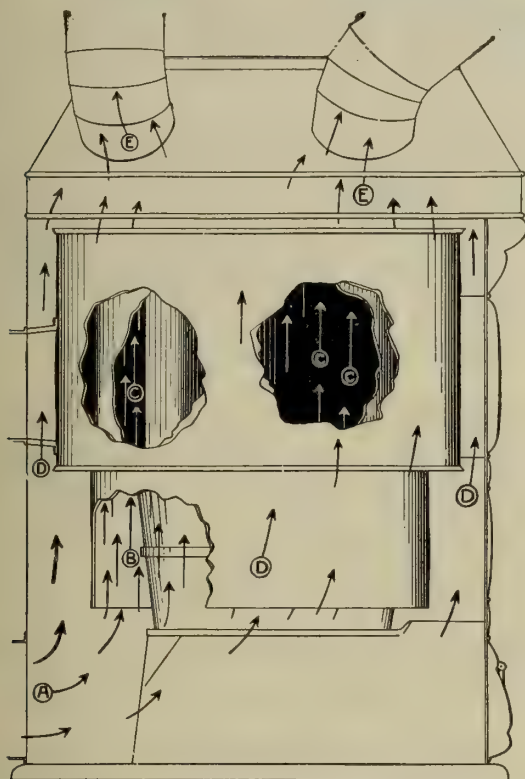
## Heat - Retaining Apron

SOME Furnaces heat the house, others heat the cellar. With the common furnace from 30 to 50 per cent. of the heat generated escapes into the basement. This is impossible with the "STERLING," and that because of the "HEAT-RETAINING APRON."

### Why the Apron is Heat-Retaining

For the simple reason that it intercepts the heat that would otherwise be wasted, into the cellar and holds it inside the furnace until the passing air absorbs it and carries it into the room.

In a Furnace which has no Heat-Retaining Apron the heat radiated by the firepot passes across the casing, which is the nearest "direct object," and the casing gives off this heat into the cellar.



The other air current enters through the Air tube "a." In the Sterling Furnace it is here divided into two distinct streams. The fast-moving air passes inside of the Heat-Retaining Apron "b," rising between the Radiator and Combustion Dome "c." The slow-moving air goes up outside the apron "d." Both currents then join again at the top and enter the pipes "e" which conduct the warmed air to the rooms.

Send for our Booklet, describing fully the merits of the Heat-Retaining Apron. Its simplicity and efficiency makes one wonder why it was not thought of and embodied in furnace construction long ago.

Frankly, we want you to act as the Sterling Agent in your territory. You cannot possibly get a better Furnace to sell, or a furnace that will sell other furnaces after it—this on customers' recommendations.

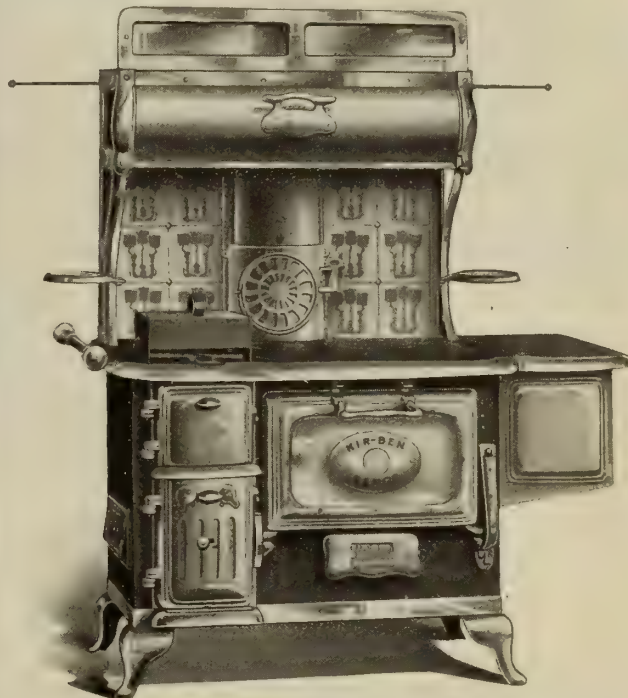
Write us for our proposal.

**Findlay Bros. Co., Ltd.**  
CARLETON PLACE and WINNIPEG



## What Stands Between?

If you are not our local agent, what is the reason? We surely have the range you should be selling. We're doing our level best to make you know about this range. Won't you come back at us with a request for fuller information? Follows an illustration of the Kir-Ben Range.



Note the pleasing lines of this range, with its right-hand reservoir, high closet and mirror top, all nickelled finished.

## KIR-BEN STANDARD STEEL RANGE

No fussy ornamentation, yet surpassingly pleasing. Lined throughout with asbestos and steel. Large fire box (will take 27-inch wood) or coal. Heat covers five sides of oven. 33% less obstruction to heat escapage. Large oven (20 $\frac{3}{4}$  x 20 x 12 $\frac{1}{2}$ ). Vacuum principle applied to door. Oven Thermometer.

### TRADE PRICES ARE

Square:	Reservoir:
\$39.50	\$44.75
Duplex plates for wood or coal, wood only, deduct \$1.00. Thermometer if desired, 50c.	
Rebates on season quantity purchaser are:	
5 Range during 1916 .....	5 %
10 " " " " .....	7 $\frac{1}{2}$ %
20 " " " " .....	10 %

You can judge for yourself whether or not these particulars are worthy of being placed alongside of similar particulars of other makers. Our knowledge tells us that we have an incomparable proposal—this when you take into consideration the excellence of Kir-Ben Range.

Write us about our agency.

**KIR-BEN, LIMITED**  
ALMONTE, ONTARIO

**KIR-BEN AGENCY IS THE BEST**

*If interested, tear out this page and keep with letters to be answered.*





## Get the Local Workmen

shop superintendents, shop foremen and employers coming to your store for files. Let them know that you carry the Famous Five Files:

### KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

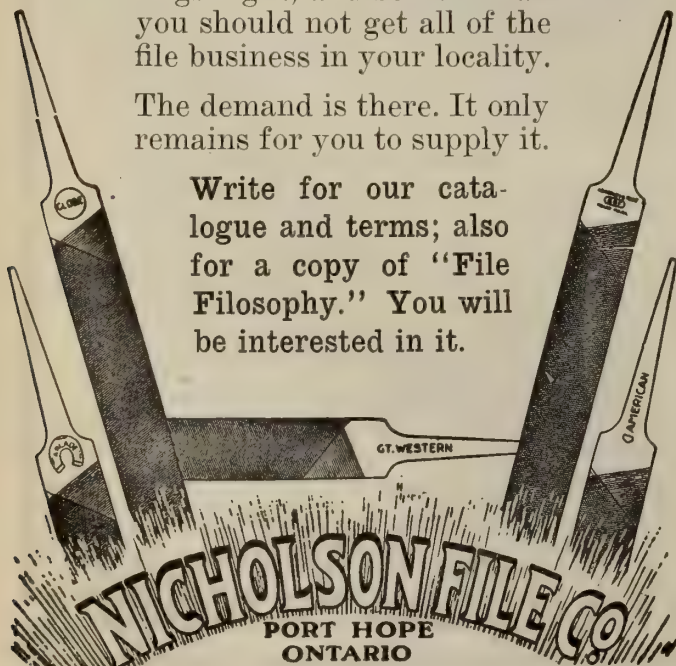
(MADE IN CANADA)

They know the Famous Five as well as, if not better than, you do. They know their quality. They know they are Nicholson-made. They know that no other files give them such satisfaction.

Consequently, there is no reason why, if you handle things right, and sell the Famous Five, you should not get all of the file business in your locality.

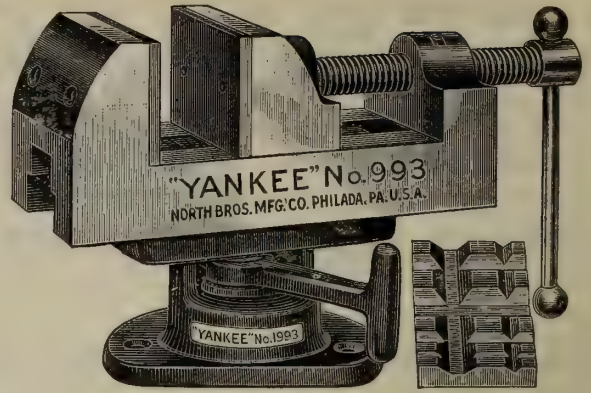
The demand is there. It only remains for you to supply it.

Write for our catalogue and terms; also for a copy of "File Philosophy." You will be interested in it.



PORT HOPE  
ONTARIO

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## "YANKEE" VISE

No. 1993

### WITH SWIVEL BASE

**A GREAT LITTLE VISE  
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws  $2\frac{3}{4}$ " wide,  $1\frac{7}{8}$ " deep,  
opening  $3\frac{1}{8}$ ", Base  $7\frac{1}{2}$ " long.

*Your Jobber will supply you.*

**NORTH BROS. MFG. CO.**

PHILADELPHIA, PA.



**The BRITON DOOR SPRING & CHECK**

*Keeps out The "Germs".*

MADE ONLY BY  
**Wm. Newman & Sons**  
LIMITED  
BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

## STEEL AGENTS WANTED

*For Whole or any Portion of Canada and U.S.A., for  
Our Specialties in the following:*

<b>Tool Steels</b>	<b>Manganese Steels</b>
<b>High Speed Steels</b>	<b>Silicon Steels</b>
<b>Nickel Chrome Steels</b>	<b>Rustless Steels</b>
<b>Chrome Steels</b>	<b>Magnet Steels</b>
<b>Chrome Vanadium Steels</b>	<b>Ball Bearing Steels</b>

### **SPEAR & JACKSON, LIMITED**

**AETNA WORKS : : SHEFFIELD, ENGLAND**

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# Brass Railings

*Are a Protection and Finish  
for Any Building*

Every modern office, church and theatre is having them installed.

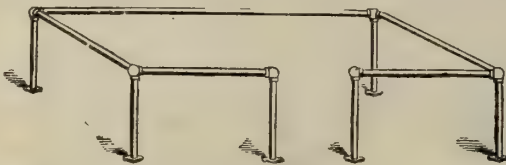
They are attractive and sanitary.

There is an opening for this line in your district.

Doubtless you have had inquiries already.

*We specialize in rails. Take advantage of our experience.*

Prices and Sketches upon Receipt of Specifications.



## The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, Toronto



"Hello, Johnson's store? I'd like to try that DU PONT HAND TRAP you have in your window. I'll get some of the boys together and we'll take it to the camp."

RENT HIM THE

**DU PONT**

Hand Trap

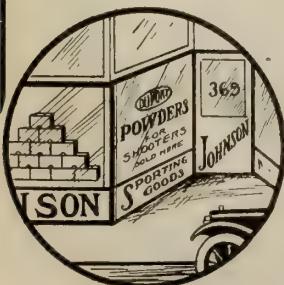
for a trial at the club, in camp, on the boat, or near the sportsman's home. Every rental means more profit on the trap and a sale of shells and targets.

**Get Him Started in the Game**

Put a trapshooting supplies' trim in your windows. Catch the public eye. Tie your store to our promotion of trapshooting. Start the guns to working—renting the HAND TRAP is a "sure shot" scheme. TRY IT. Busy guns put dollars in your tills.

Order Du Pont Hand Traps of Dominion Cartridge Co., Montreal.

For window cards and trapshooting promotion helps, write to Sporting Powder Division.



**E. I. du Pont de Nemours  
& Company**

Wilmington, Del., U.S.A.

"You're welcome to the trap. Come in and we'll fix you up for the shoot."



## BUFFALO BRAND



## Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

**Prairie City Oil Company, Ltd.**  
WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

*If interested, tear out this page and keep with letters to be answered.*



*"Quality* **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

## What We Do To Help You Sell M-R-Co. Goods

We supply you with an outfit of catalogues, price lists, and samples. We refer enquiries to you. We write letters and send advertising matter to your prospects. We supply you with attractive illustrated leaflets for placing on your counters, or mailing out with your statements.

We advertise heavily to consumers in farm papers, etc. We supply cuts and suggest copy for advertisements in your local paper. We prepare estimates of your jobs for you. If need be, we send a representative to help you close the order. And if there is any other way we can help you, just let us know.

THE QUALITY HOUSE IS SAFEST—THINK OF SAFETY FIRST.

# The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG



No. 1971C



No. 1975



No. 611

## CELEBRATED I-XL CUTLERY

MANUFACTURED BY  
**GEO. WOSTENHOLM & SON**  
SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I-XL pocket knife is hand forged from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

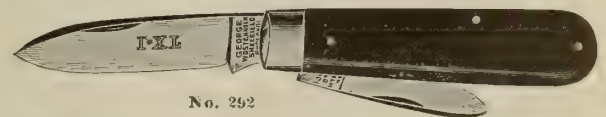
Full range stocked by all leading Jobbing Houses.



No. 1945



No. 292T



No. 292

**A. MACFARLANE & COMPANY, Montreal, Canadian Representatives**

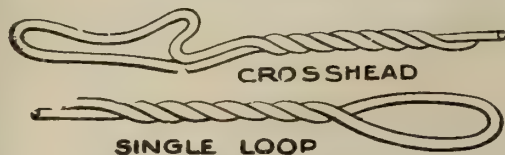
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# Headquarters for High Carbon Bale-Ties and Baling Wire

Also Manufacturers of

## NAILS and WIRE all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont.  
Harry F. Moulden, Winnipeg, Man.

H. E. O. Bull, Montreal, Que.  
Geo. W. Laidlaw, Vancouver, B. C.

## JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.  
Contractors to the Admiralty and War Office



Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND  
NAVAL BRASS FOUNDRY**

Our new Catalogue, fully illustrated, mailed free on  
Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto  
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

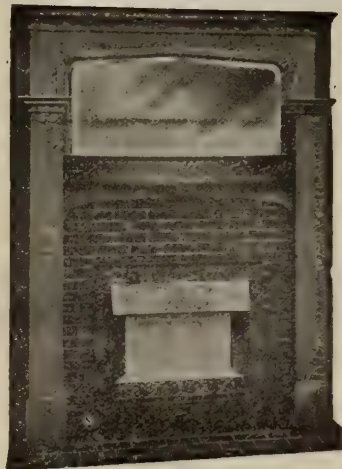
Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

All leading Jobbers stock  
them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
**ST. THOMAS, ONT.**



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists  
therein. We give you the best there is  
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**  
9 and 11 Pitt St. East, Windsor, Ont.



*If interested, tear out this page and keep with letters to be answered.*





# Stack them up

## Good Value and Reasonable Prices

To give as much value as possible for the price paid is what makes satisfied customers. Now that the prices on ammunition are higher than in normal times when raw materials are plentiful, dealers should concentrate on the brands that give their customers the most for the outlay.

### Dominion

#### *The Only Canadian Ammunition*

is manufactured entirely in Canada. When you sell Dominion Shot Gun Shells or Cartridges, you are giving your customer the fullest value in merchandise. The prices are based on the cost of manufacturing plus a fair profit. There is no "plus duty" in Dominion prices. You can afford to push Dominion because of its price—its superior quality, and its profit to you.

**Dominion Cartridge Co.**

Limited

Montreal Que.







# Fits

THE best machinist is the one who can caliper his fits so accurately the jobs never come back for refitting. This means the machinist must place great dependence upon his instruments. Therefore, the best machinists go to the store where tools and instruments of highest quality and greatest accuracy are sold.



## Starrett Tools

and Instruments of Precision

are absolutely true and are designed for quick, easy adjustment.

For example—the Starrett quick adjusting micrometer can be instantly opened or closed to any point within its capacity. This saves time and combines speed with accuracy. Starrett Tools are well known as standard by all expert machinists and engineers.

We deal direct with Hardware Stores. Write for our Free Catalog No. 21-MA. prices and discounts.

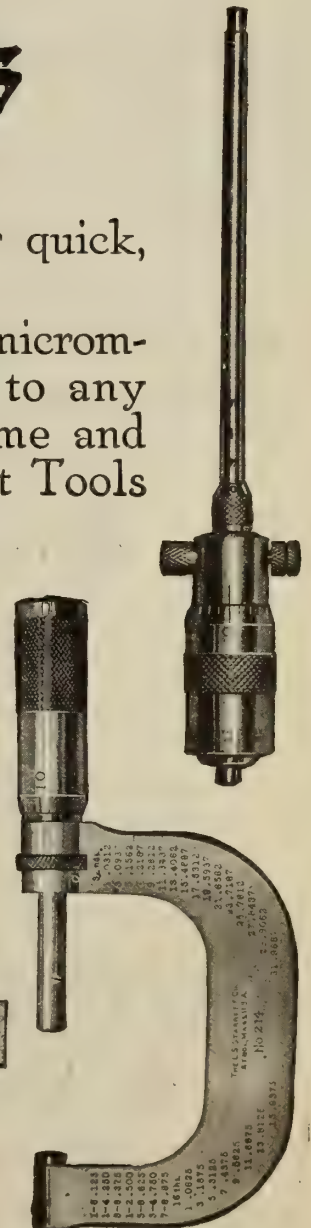
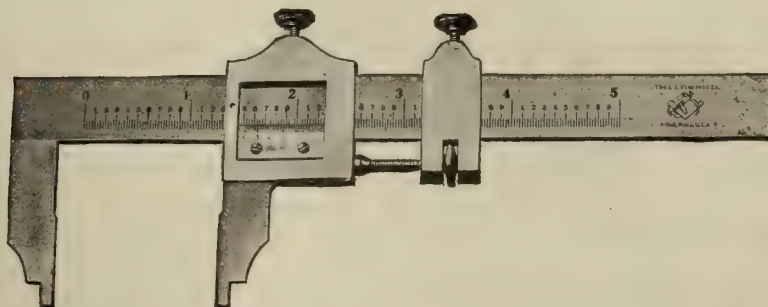
The L. S. STARRETT CO., Athol, Mass.

*"The World's Greatest Tool Makers"*

NEW YORK

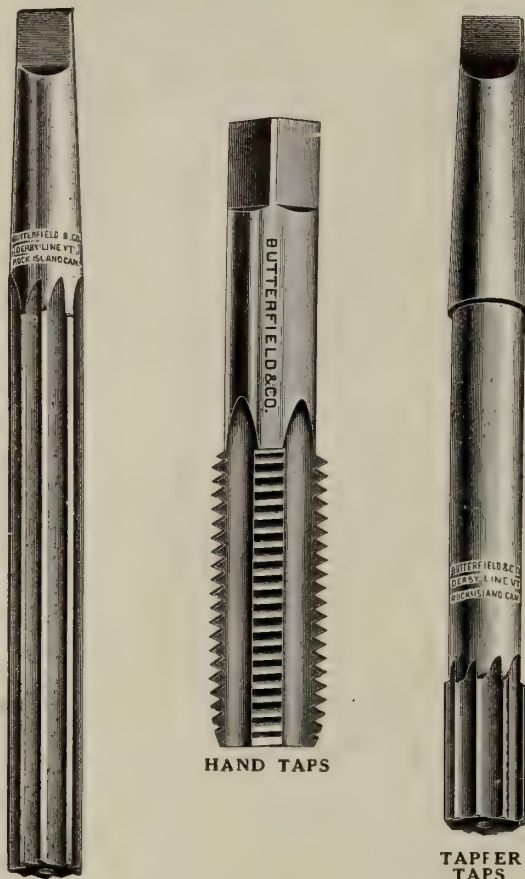
LONDON

CHICAGO



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HAND TAPS

TAPER  
TAPS

**Your sale of TAPS, DIES and REAMERS depends on the quality and merit of the goods you sell.**

## The Butterfield line

will make your business grow by leaps and bounds, because it is distinctive in its service and satisfaction-giving qualities.

**Positively guaranteed.** Money refunded without question if unsatisfactory.

Write for catalog, then send a trial order.

**BUTTERFIELD  
& Co., Inc.**  
ROCK ISLAND, QUE.

## Is the Money Always There?

**W**HEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

**W**E have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional \$5.00 or \$10.00 weekly.

**W**E have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

*This plan will interest you, so write us  
to-day for full particulars.*

**The MacLean Publishing Co.**  
LIMITED

*Division B.*

143-153 University Avenue

TORONTO

ONTARIO

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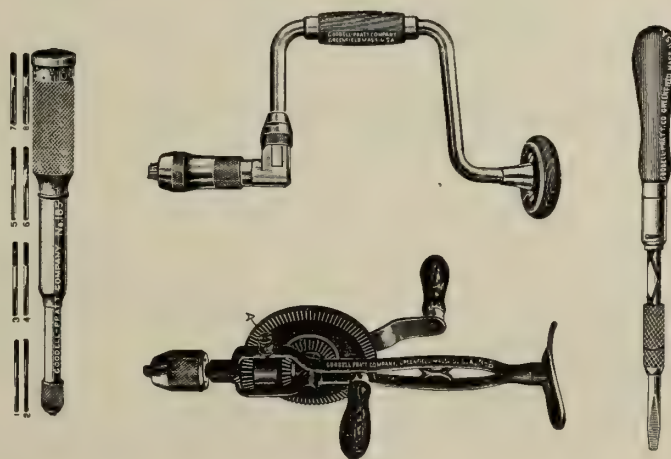
## There's good, old-fashioned honesty in these good tools

Every Goodell-Pratt Tool is well made from the best materials, accurately fitted, closely inspected and carefully packed. They are sold at prices that are as honest as the tools themselves.

Among our tools are many that should be in your accessory department. They are not the same cheap articles that are regularly made for automobile work, but real tools. Tools that any mechanic would be proud of.

# GOODELL PRATT

## 1500 GOOD TOOLS



Catalog Sent Free

GOODELL-PRATT COMPANY

*Toolsmiths*

Greenfield



If interested, tear out this page and keep with letters to be answered.



## Behind DISSTON Quality

1. Seventy-six years' continuous production. Over three-quarters of a century's study and experience—Thorough knowledge of the requirements of the field and means of meeting them.
2. By long odds the largest saw-manufacturing plant in the world—Refinement of process and equipment impractical with a smaller volume of production.
3. Our own steel plant in which all steel used in DISSTON products is made—Absolute control of quality and uniformity of results.
4. World-wide distribution with representatives in intimate touch with service conditions—Constant observation of DISSTON TOOLS in actual use; immediate knowledge of changing requirements.
5. A reputation that to three generations has represented the highest development of the tool-makers' art—Constant and rigid test and inspection, research and experiment to insure the pre-eminence of DISSTON QUALITY, which is the greatest asset of the business.

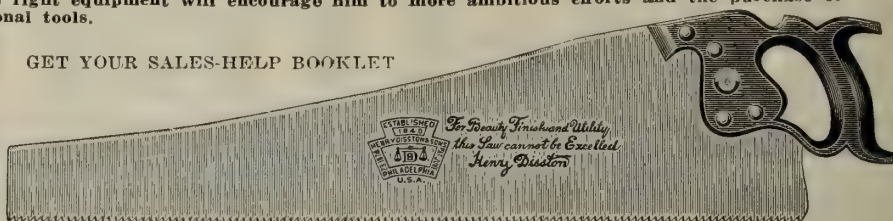
## DISSTON QUALITY as a DEALER ASSET

1. Probably more DISSTON hand-saws are sold than other makes combined—Easy sales, reduced selling cost, quick turn-over.
2. Assured customer satisfaction—Increased confidence, increased sales to pleased purchaser, increased word of mouth advertising.
3. Increased prestige—The dealer's reputation for handling quality goods is a salesbuilder just as is the manufacturer's for making them.
4. When a certain make of hand-saw is called for, the chances favor it being DISSTON—A customer accepts a substituted article unwillingly, loses confidence and eventually takes his trade where he can get what he asks for, if substitution is persisted in.
5. Your average purchaser is not a skilled mechanic and needs quality tools—And his success with the right equipment will encourage him to more ambitious efforts and the purchase of additional tools.

HENRY DISSTON & SONS, TORONTO, CAN.  
SALES HELP-BOOKLET PLEASE  
Name.....  
Address.....  
H M



GET YOUR SALES-HELP BOOKLET



Henry Disston & Sons, Limited

2-20 FRASER AVE.

TORONTO, ONT.



## GARDEN TOOLS

Established  
in 1803

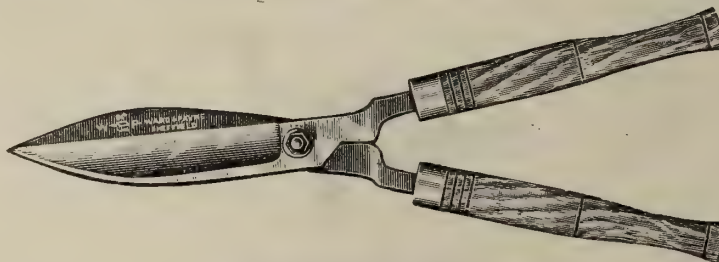
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5874—Weed Fork



No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.  
Guaranteed "Fast Handles."



No. 5555—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.  
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.  
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

If interested, tear out this page and keep with letters to be answered.



No better lamps are sold  
than these Canadian made

*Northern Light*  
**MAZDA LAMPS**

¶ They embody all that the word  
"Mazda" implies.

¶ They are made in all standard sizes  
for domestic and industrial use.

¶ The distinctive carton in which the  
lamps are packed are especially suited  
to attractive window displays.

¶ They are carried in large quantities at  
each of our seven distributing houses.

¶ Dealers net bigger yearly profits from  
the sale of these quality lamps than  
from inferior brands.

**It pays to sell the best.**



*Northern Electric Company*

LIMITED

MONTREAL HALIFAX TORONTO WINNIPEG  
REGINA CALGARY VANCOUVER

**EQUIPMENT FOR EVERY ELECTRICAL NEED**

*If interested, tear out this page and keep with letters to be answered.*





## JENKINS BROS. PUMP VALVES

proved best and cheapest because of their long leakless service.

They are scientifically compounded from pure rubber and other ingredients to meet the imposed conditions exactly.

Whether your pumps are operating against a low or an extreme head in handling cold, warm or hot water, brine, naphtha, acids, ammonia, gritty water or other fluids, we can furnish the right Jenkins Bros.' Pump Valves to give the most economical duty possible.

Thousands upon thousands are daily proving their ability to stand up under all demands in the leading power and pumping plants in the country.

When ordering state diameter, thickness and size of hole in addition to head pumped against, the kind and maximum temperature of the fluid to be handled.

Write for No. 8 Jenkins Bros.' Catalog.

### JENKINS BROS.

LIMITED

103 St. Remi Street, Montreal

## Brooms of Quality

may always be had by ordering our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**  
HAMILTON and WINNIPEG

## LIVE AGENTS WANTED Safety Razor Blades Sharpened

I have the best machine on the market. Each blade is sharpened by hand and not by an automatic machine. Gillette blades made as good as new. Durham-Duplex, Ever-Ready, Gem and other blades the same.

### H. M. FORD

284 Beaver Hall Hill  
MONTREAL, QUE.

Write for Commissions

Phone Uptown 6807

*If interested, tear out this page and keep with letters to be answered.*





## Are These Sales Helps Working for YOU?

Here are three salesmen that will help you sell more tools if you will put them in your tool department and let them work for you.

They won't cost you a single dollar on your pay roll, but they will help you pile up a bigger profit in your cash drawer.

**"How to Sell Tools"** is a book that contains more tool selling information than was ever put into one book before. Gives the points on selling that should be put into practice by every salesman in your store. Put a copy in the hands of every man and keep one on your own desk to make sure that its ideas are being carried out.

**"Millers Falls Selling Helps"** illustrates and describes the selling help features that we offer every dealer who is pushing Millers Falls tools. Some of the features offered include window display fixtures of original design handsomely finished—display cards and newspaper ads, some of which advertise your store almost entirely—consumer literature for local distribution, including *Mechanic's Handbook* which every mechanic highly appreciates.

**"Millers Falls Star"** is issued every month and is full of ideas that you can turn into money. Discusses live selling questions and tells how others have successfully met the same problems you are facing. Just as interesting and readable as it is valuable.

If you haven't all three of these Selling Helps working for you already, send for copies today. We want to give you all that you can use to advantage.

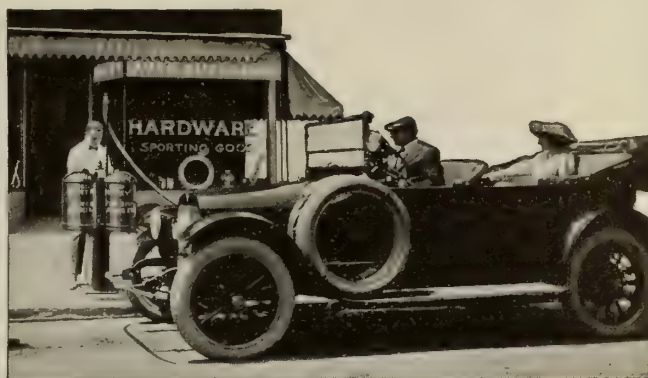
### Millers Falls Co.

*"Toolmaker to the Master Mechanic"*

Millers Falls

Mass., U. S. A.

N.Y. Office: 28 Warren Street



## Gasolene Makes the Auto Go— It Also Makes It Stop

No animal or machine will go unless it's fed—and the modern automobile has quite an appetite. Perhaps it would be better to call it a thirst—but some people might object to that. So pretty regularly the motorist has to buy gasolene, and he always prefers to buy it at a

**BOWSER**  
ESTABLISHED 1885

### "Red Sentry" Filling Station

There's a vacant spot in front of your store which might well be occupied by the "delivery" end of the Bowser System. Get the automobilists to stop for gas, and they'll come again to buy supplies for their machines and for the things they need around the house.

The average owner of a Bowser Outfit turns his gasolene stock over about 50 times per year. You wouldn't wait long to buy a "show case" for any other line in your store on which you could turn your money over that rapidly—why hesitate about installing a Bowser?

The "Red Sentry" equipment illustrated above is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

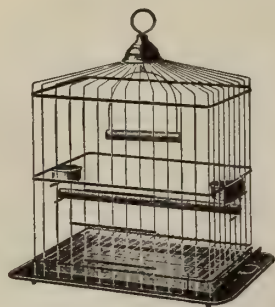
### S. F. Bowser & Company, Inc.

66-68 Fraser Avenue  
TORONTO, ONT.

Sales offices in all centres and representatives  
everywhere.

*If interested, tear out this page and keep with letters to be answered.*





## "HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

**THE ANDREW B. HENDRYX CO.**

New Haven, Conn.



*Mr. Dealer: Here's Your Chance to Make Your Store Headquarters for Best Trade.*

## PEERLESS Poultry Fencing

Not Mere Poultry Netting.

Here is a fence you can sell.

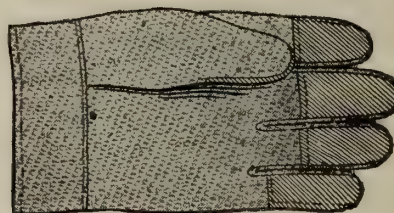
Stands up straight, stretches flat, all wires of even length.

Made of Open Hearth Steel Fence Wire—tough, elastic, springy—will not snap or break under shock or atmospheric changes. Our method of galvanizing prevents rust. Will not flake, chip or peel off. The joints are securely held with the "Peerless Lock" and can be erected on the most uneven ground without buckling, snapping or kinking. The heavy stay wires prevent sagging and require only half as many posts as other fences. Keeps all animals out, confines the smallest chicks, they can't get through.

**Valuable Territory Open to Good Dealers**

We still have many fine openings for good reliable dealers. If you want to be the leading fence dealer in your locality, write at once. Never has there been a better time to sell quality fencing. You can make your store headquarters for the best trade. Don't fail to write and get our Dealer's Proposition.

**THE BANWELL-HOXIE WIRE FENCE CO., Ltd.**  
Winnipeg, Man. Hamilton, Ont.



**Cotton  
Glove  
Time**

Always—Winter and Summer—our Tapatco Cotton Gloves are in demand; only you must suggest them to your customers.

They save the hands from scratches and wounds, and from becoming soiled. Being easy-fitting they are cool in Summer, warm in Winter.

**TAPATCO COTTON GLOVES**  
REGISTERED BRAND TRADE MARK

Best of all they are so cheap that price is never an obstacle between you and your customer. Made in many styles. Leather-tipped, leather-faced. Gauntlets, etc.

*Order through your jobber.*

**The American Pad & Textile Co.**  
CHATHAM, ONT.

## What Best Meets the Demands of the Trade Sells Fastest "National" Household & Amateur Vise



Jaws are ground and 1½ inches wide. Opening two inches. Shipped in Black Japanned finish, unless otherwise ordered.

A stock of "National" Household and amateur vises is quickly sold out, and the margin on each sale is most desirable.

Write for a copy of our Machinist's and Woodworkers' Tool catalogue.

**National Machinery & Supply Co., Limited**  
HAMILTON, CANADA



## Something Every House-keeper Should Buy

### THE MONITOR ROTARY LAWN CLOTHES DRYER.



It carries 150 ft. of Line and every line is within easy reach. Stand in one spot to hang out a large wash.

No tramping through the mud, carting a heavily loaded clothes basket around the yard.

## The Lines Come to You

No soiled clothes. No dirty lines. No obstruction on lawn or yard. No trouble to set up or take down.

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              " " "B" 150 " " "

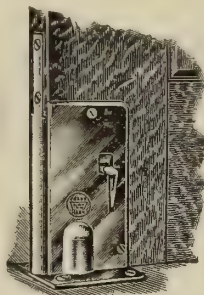
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**Cummer-Dowswell, Limited**  
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## TRADE CHICAGO MARK SPRING HINGES

### TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



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**Chicago Spring Bolt Company,**

CHICAGO



NEW YORK

1835



1916

## A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

**JOHN CHATILLON & SONS**

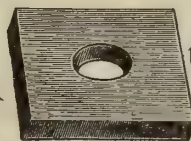
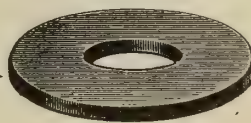
85 Cliff Street

New York City

Scale Makers Since 1835

## Wrought and Steel Plate WASHERS

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Annealed  
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Malleable Washers  
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**Prompt Shipments**

**Wrought Washer Mfg.  
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Milwaukee, Wis.

*If interested, tear out this page and keep with letters to be answered.*





# High-Grade Qualities

When buying or recommending Dominion Rubber System products you can depend upon high-grade qualities. That protection is being appreciated more and more by users of Rubber Goods, no matter for what purpose the need may be.

## Absolutely High-Grade Quality is Our First Consideration

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*If you cannot get what you want,  
write to our nearest branch or to our  
Head Office, where your request  
will receive prompt and courteous  
attention.*

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**Canadian Consolidated Rubber Co., Limited**  
**MONTREAL, P.Q.**

---

28 "SERVICE" BRANCHES THROUGHOUT CANADA

*If interested, tear out this page and keep with letters to be answered.*



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, AUGUST 5, 1916

No. 32

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*H. T. HUNTER, *Vice-President*H. V. TYRRELL, *General Manager*

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# Artistic Displays Will Increase Sales of

# O-Cedar Polish

(MADE IN CANADA)

## We Can Supply You With Everything Necessary

We will be very glad to supply you with everything necessary for a handsome and striking window or store display—plans, cut-outs, cards, signs, etc. Write us for full information.

Our advertising has made every woman familiar with O-Cedar. Every woman is using it. All you need to do is display it—let her know you have it—and you will get the business.

If you have not ordered from your jobber yet, get in your order to-day. Fall business will be immense.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



## UNFORTUNATE and UNNECESSARY

No one cares to take the chance of having a sudden wind slam the door against the car while entering or leaving the garage because this means smashed glass, broken lamps, bent mud guards, and other useless expense.

That's why the Stanley Garage Door Holder sells so easily. Everyone sees its value at a glance. It locks the door open. This is now a staple article for every hardware store. If you have not as yet stocked it you are missing splendid, profitable sales.

Write to-day for latest catalog on Stanley Garage Hardware. It's worth careful reading.

# Stanley Works

NEW BRITAIN,

CONN., U.S.A.

New York  
100 Lafayette Street

Chicago  
73 East Lake Street

Canadian Representatives:

A. McFarlane & Co., Coristine Bldg., Montreal

*If interested, tear out this page and keep with letters to be answered.*



## Increased Sales of Blades 800%

*Sold More Blades in a Week Than in Two Months Previous—Largely as Result of Sharpening Old Blades—A Demonstration that Paid Its Way—Tripling Brush Sales with Display Rack.*

Based on an interview with John A. Frazer, retail manager the Jas. Walker Hardware Co., Montréal.

**B**Y holding a window demonstration of safety razor blade sharpening, the Jas. Walker Hardware Co., sold more blades in one week than in the two months previous. And this statement is made after allowing for the fact that as the store is situated in the heart of Montreal's downtown section a big business is done in normal times without any extraneous aid.

### Sales of New Blades Big Feature

This particular form of demonstration represented a new form of effort for the store, partly owing to the fact that drug stores had pretty well monopolized it for their own, and it had not seemed worth while to try it in a hardware store. The benefits are great and undoubtedly lasting. New connections and customers are made, and old ones developed along new buying lines. A strange feature of this last is the fact that the greatest gains are not necessarily made in the sharpening of old blades, but sometimes consist in the sales of new.

### Snowed Under

Nevertheless, the orders for sharpening old blades positively snow the staff under. During the past month previous to this demonstration we had five packages of blades left here for sharpening. Yesterday we received 22, to-day up until noon 29, of which 12 were directly traced to the window. Two operators work all day by turns in the window. The demonstration has been on nearly a week now; an operator can sharpen from fifty to sixty dozen blades in a day, but the rush of orders is such that orders are taken now on the understanding that delivery will not be made until a week later.

One customer brought in 60 blades, another 90, for sharpening, and one of these men also bought a dozen new blades.

It is strange that a man should store up blades for months and even years, have them sharpened and at the same time buy new blades. But such nevertheless is the case—and frequently.

### The Arrangement

The sharpening machine is put in by a local firm who make a business of sharp-



*Photo of one of the windows in the Jas. Walker Hardware Co. store at Montreal, where razor sharpening demonstration took place. Photo was taken at a time when there were few people passing.*

ening safety razor blades. Customers are charged 35c for double and 25c a dozen for single blades, and the demonstrators and the store, split the receipts.

### The Window

There are always a few people around the window, and at noon a large crowd of men can be depended upon. Possibly because of the fact that every man knows something about razor sharpening the operator's work appears to strike a popular chord in the male consciousness and holds the interest. People like to

watch things done with which they are familiar. There is a double enjoyment in it. That is understandable but the increase in sales of new blades is so amazing as to be beyond understanding. One can only say "it happens."

### Carry Flags and Men's Gym. Suits

This store is partial to new ideas that stimulate the customer's jaded interest as well as filling a real want and making money for the store. The line of flags, gymn. suits, bathing suits, running shoes, etc. is carried in connection with the sporting goods dept., fits in as a natural corollary of it, and is eminently successful.

### A Home-Made Brush Rack

A home-made brush display rack, built on original lines, has tripled the sale of brushes. It is 6 ft. high and 4½ ft. long. It consists of two central posts fastened in the floor 4½ ft. apart, and connected by four horizontal bars. Each one of the latter supports four small cross pieces about 16 in. long, which of course lay at right angles to the larger sticks. Hooks are screwed into the small cross pieces and the brushes hung about as fancy dictates. The appearance of the rack is similar to that of a small clothes horse except for the addition of the small cross pieces.

### Small and Better Class Articles Benefit Most

It is used for the display of house brushes of all kinds, especially small ones, as well as mops, feather dusters, boot brushes, dust pans, etc. The biggest increase in sales has been in the small house brushes, such as dish mops, whisk brooms, etc., although all classes have benefited. The increase in the sale of the better class brushes irrespective of size has been a chief feature of the results attained. Hair brooms, for instance, have gone very well, and the



only explanation lies in the fact that the close comparison made possible by this rack invariably inclines the customer to choose the better article, which is of course the object of the merchant.

### Got Tired of Drawers

The building of this extremely simple rack owes its origin to the delays incurred in opening and searching drawers for brushes, and the loss of sale entailed in the covering up of the goods in the drawers. The increase in efficiency of stock handling is harder to estimate, but is probably quite equal to the large increase in sales that resulted.

### A Paint Brush Display Rack

The household rack was so great a success that the same idea was carried out with paint brushes in a different way. A style of show case rack that is very prominent in the Lyon cut-rate drug stores was purchased in this case. It is an open-faced rack that consists of a series of drawers that can equally well be withdrawn by the salesman on one side of the counter or seen by the customer on the other. The main shelf is set into the show case diagonally so that a very large number of drawers is contained and each one has its own class and size of paint brush. The angle of this rack permits of a much larger display than if it were lying flat and the stock is quite as accessible as though it lay on a flat table in the middle of the room. There is no blind reaching into the show case: the clerk's hand flies to the drawer indicated by the customer's eye or finger, and in a twinkling the brush is out. This idea is adaptable to any one of a large number of small articles.

### Handy Glass Chute

Another very convenient accessory is the glass chute. This is a working convenience, pure and simple. But as a convenience it is certainly a wonder. It is a long wooden pipe or chute built flush into the end of the glass counter, down through the floor into the basement where it feeds into a box all the waste ends of glass as fast as the clerks cut them off upstairs. There is no litter anywhere and no cumbersome box to occupy valuable space.



### OVER 25,000 RAZORS SENT TO ENGLAND

Thos. B. Lee, wholesale cutlery and hardware merchant, Toronto, who conducted a razor collecting campaign some months ago, has so far sent over free of all cost to the authorities some 25,000 of the ordinary pattern razors, in addition to several hundred safety razors to



*The above brush display rack has tripled the sale of brushes in the Jas. Walker Hardware Co. store at Montreal. The rack is home-made. A description is given in the accompanying article.*

various hospitals and convalescent homes in England. At present Mr. Lee has another lot of about 2,000 ready to be forwarded. This lot, with the addition of any others sent in without delay, will close the campaign. Hardware merchants who have on hand any old or used razors which they wish to forward the troops should send them without delay to T. B. Lee, 30 Front Street E., Toronto.

That the efforts of Mr. Lee and the many hardwaremen throughout the Dominion who helped in the campaign have been appreciated is amply borne out by letters received by Mr. Lee from the War Office, the Colonial Secretary and the authorities at Ottawa. However, the letters received from individual soldiers are really more appreciative than the formal ones from the authorities, and should amply repay anyone for any trouble and expense they have been put

to in the matter. A copy of one of the many letters received is here appended:

Brook War Hospital,  
Shooters Hill,  
Woolwich, Eng.

Dear Friend:—

Just a line or two, thanking you for the safety razor I have just received through the Canadian Red Cross, London, England. It is appreciated very much.

I was shot through the right arm and right hip. I could not shave with the ordinary razor. With this one I can use my left arm, so that am now able to shave myself.

I was wounded with a lot of other Canadians at Ypres on June 3rd.

Now again thanking you, I remain,  
(Sgd.) Yours sincerely,

R. C. STAGG,

L.-Corp. 2nd C.M.R.,  
Late of Calgary, Alta.



# New Customs Ruling in Effect Aug. 1

*Old Regulation Charging Duty on Value "At Time of Shipment," Instead of on "Contract" Price to be Enforced—Difference of Six Cents a Yard in One Case—Will Confuse Canadian Jobbers—Strong Protests to Ottawa*

**M**ONTREAL and Toronto importers early in July urged upon the Customs Department at Ottawa the unfairness of enforcing now a regulation which the Department insists went into effect in 1910. This declares that duties on goods coming into Canada shall be determined on a fair market value of the goods as sold for home consumption at time of shipment. The point to which the importers object in common with those of a number of other trades is—"at time of shipment." This point was taken up on page 24-5, of last issue, and this should be read in conjunction with the other, but since writing that article, word has been received by several importers that from the 1st of August this clause will be enforced.

## Serious Matter in Heavy Advances.

While the Customs Department at Montreal and Toronto state that this clause has always been in effect and enforced, the importers claim that it has not, and the evidence shown to a representative of this paper, bears out this latter statement. In other words, up to the present with very few exceptions the importers have had to pay duty only on the contract price of their goods. Now the Department declares that it will enforce payment on the value of the goods in the country from which they are shipped, "at the time of shipment." That is, where goods have advanced in value from the time they were bought the importer in Canada must pay duty on the advance, whether it be 10, 20, 30, 40 or 50 per cent., as it has been in some cases.

## Have Taken Orders Here on Lower Value

The main point is not much objection to paying the duty on the fair valuation of goods, but because orders have been taken in Canada by the importers, if jobbers, on the basis of the price they paid for the goods. The writer was shown, by a silk importer, a contract by which goods were bought at \$1.05 per yard, and the present market value is \$1.35. That is, the importer must now pay duty on the valuation of \$1.35, or 30 cents more than he paid for the goods. At 20 per cent. duty, this means 6 cents a yard. This importer has taken orders in Canada based on a duty paid at \$1.05, so that he must keep his own contract in Canada, although he will have to pay duty of 6 cents a yard more than he

thought that he would at the time he took his order.

## Will Delay Travelers.

One large importer stated that the result of this would be: "We can't sell goods in future before we receive notice of the shipment and possibly until they are received in stock; or, at least, when the goods are shipped we shall have to receive a cable from the mill, stating the value of the goods at the time of shipment, and not until then will we be able to take orders in Canada for these goods. This will cause a serious delay in taking orders from retail trade, and will mean that we will have to have large stocks on hand, whose price we are certain of, or it will throw us out entirely in figuring out the landing cost of the goods we import. If we don't wait for the goods we shall have to allow for advances in price on which we may have to pay duty, in giving prices to the retailer, and this may not always be fair to him.

There is another point: Who is to determine the fair market value of goods at time of shipment? We may contract, say, at 3.75 francs for goods which a mill is ready to give us, and some other mill may have something else on, and may not be willing to take an order for less than 4.50. We naturally place the order at 3.75, and we may be charged the higher market price of 4.50 in paying duty. Is this fair?"

## No Increased Duty on Wollens Yet.

It has been stated by the Customs authorities that this Act has been enforced right through the war. The writer was shown by a large importer house of wollens—which went up immediately upon the declaration of war and have remained up ever since, and are getting higher—a copy of an invoice they received a very short time ago, in which the prices quoted in the two columns—that is, the Fair Market Value column and the Contract Price, were the same. The market value for home consumption had not been raised, although since the contract had been entered into, there had been an increase in price. In other words, the British firm knew nothing whatever about the regulation that they had to mark down the market value "at the time of shipment," and they merely put down the market value at the time the goods were ordered. On the other hand, we were shown a form of invoice

just received from the States, in which the words "at time of shipment" had been added to the words "Fair Market Value." Probably by this time the regulation calling for two sets of values has been made known to British firms.

The following are reproductions of the new U. S. form and the British, which has stood unchanged for years,

**U. S. FORM**  
**Fair Market Values as Sold**  
**For Home Consumption**  
**at Time of Shipment**  
**BRITISH FORM**  
**Fair Market Value,**  
**as Sold for Home**  
**Consumption**

Or this:  
**Sold for Home Consumption**  
at \_\_\_\_\_

The form for the contract figures reads: "Selling price to purchaser in Canada;" or sometimes, "Sold to Canadian purchaser at \_\_\_\_\_."

These different forms mean that on the U. S. goods higher figures must be quoted for duty purposes than the importer has paid for the goods, but up to the present the two sets of figures in the British invoices remained the same; the increase in price of goods between the time of purchase and the shipment, perhaps months later, not entering into the question.

The wholesaler thus claims an injustice to himself from having sold these goods in Canada to retailers on the basis of the lower duty, and he must live up to his agreement. What delay this will enforce in taking orders for new goods remains to be seen. The protests to Ottawa will continue to go forward vigorously.



## ALLIES PLACE LARGE ORDERS

Reports from New York state that the Allies have placed further immense orders for shells. Delivery is to be made during the first half of 1917. Over 1,000,000 shells of 8 inch and 9.2 in. sizes have been placed for delivery up to April 1, 1917. There has been a slackening in the orders placed in the United States for small sized shells. This is due to the increased output in England and France. It looks as though the United States will be called upon to supply considerable quantities of heavy shells for many months to come.



# Does Your Ad. "Get" the People?

*Hardwaremen are Feeling Their Way Toward More Effective Publicity—Interested One Asks That Full-Page Advertisement Be Criticised—Need to Give More of Talking Points of Good Salesman.*

THE question of the right kind of publicity is coming more and more to be a live one with the hardware merchant. He sees the use that is made of it by the large department stores. And he also sees the big inroads being made into his trade through their catalogues and advertisements in the big dailies. He is desirous of meeting this competition, but in many instances feels his inability to "put the right kind of publicity across," as an advertising man would say. Firms who have gone after the matter in the right spirit have invariably obtained results. Some advertisements have recently been submitted to us with the request that we give an expression of opinion. One of these, reproduced herewith, is that of a full page ad of the Rogers Hardware Company, of Charlottetown, P. E. I. "We are enclosing herewith a page advertisement which appeared in the local newspaper of this city and would thank you to make comment on same. It was the means of a large volume of business on 'Dollar Day,' stated the letter.

## Advertisement Goes Home

This advertisement has one of the big essentials of a successful advertisement, namely, it gives specific information respecting the articles and the price. Advertising of this kind should have as much information about the goods as contained in the catalogues of a mail order house. It is lack of desired information, which should be given with minuteness, that accounts for many of the so-called failures in advertising. This method of minutely describing articles is most desirable where quick and visible results are required.

In the advertisement of the Rogers Hardware much assistance is given toward making it a strong advertisement by reason of the numerous illustrations. Illustrations are very essential.

## Lack of Descriptive Matter

There are only two points in which we would be inclined to make adverse criticism on this advertisement. One is the failure to maintain the standard set in talking about some of the articles advertised. For instance, in referring to the lawn swings the writer of this advertisement has given most of the information that an inquiring purchaser would like to know. It states: "An exceedingly well made lawn swing of

hardwood, painted and varnished. This swing is very strongly built and guaranteed in every way. Seats four adults or six children. Price on 'dollar day' \$5.75."

The same detail is given in the item about the screen doors. Also in the item about feed boxes. For the most part the remainder of the descriptive matter about other articles is glossed over in general sort of terms.

## Does Not Get Down to Cases.

In the item on oil stoves the only appeal made is through the words: "Why suffer in a hot kitchen this summer when you can purchase an oil cook stove so reasonable?" There is nothing to tell

the inquiring mind what the stove is like, of what materials it is made, of the method of its operation—whether it has a wick or is wickless, whether it will emit the odor of kerosene when in use, and other details that a good salesman would mention in trying to sell the stove. The price is given and the cut helps out considerably. But the remainder of the reading matter does not get down to cases. This criticism also holds good in the talk on refrigerators, ranges, kitchen cabinets, rugs, washing machines.

## Deficient in Typography.

From a typographical standpoint the effect is one of congestion or mass. Each (Continued on page 42.)

### DOLLAR DAY

PRICES ON DOLLAR DAY, JUNE 28th.

Never Before Have You Heard of Such Remarkably Low Prices  
Catalogue Prices Smashed to Pieces

The Biggest Offer we have ever made to the People of P. E. Island. We make on this Big Dollar Day Anniversary June 28th, Special Train Arrangements from all Parts of the Island will enable everyone to take Advantage of the Wonderful Values in this Store. Your Dollar will go farther than it ever did before.

**DOLLAR STRETCHING PRICES ON DOLLAR DAY, JUNE 28th.**

**Note These. Prices on Blue Flame Oil Stoves**

Why suffer in a hot kitchen this summer when you can purchase a new oil stove for only \$5.75 on Dollar Day? The price is so low that you can afford to have one in every room. The stove is made of heavy iron and is guaranteed to last for years. The price is so low that you can afford to have one in every room. The stove is made of heavy iron and is guaranteed to last for years.

**Best Quality Rubber Hose**

1 inch x 25 feet \$1.00  
1 1/2 inch x 25 feet \$1.50  
2 inch x 25 feet \$2.00  
2 1/2 inch x 25 feet \$2.50  
3 inch x 25 feet \$3.00  
3 1/2 inch x 25 feet \$3.50  
4 inch x 25 feet \$4.00  
4 1/2 inch x 25 feet \$4.50  
5 inch x 25 feet \$5.00  
5 1/2 inch x 25 feet \$5.50  
6 inch x 25 feet \$6.00  
6 1/2 inch x 25 feet \$6.50  
7 inch x 25 feet \$7.00  
7 1/2 inch x 25 feet \$7.50  
8 inch x 25 feet \$8.00  
8 1/2 inch x 25 feet \$8.50  
9 inch x 25 feet \$9.00  
9 1/2 inch x 25 feet \$9.50  
10 inch x 25 feet \$10.00

**This Lawn Swing will Sell for \$5.75 On Dollar Day**

An exceedingly well made lawn swing of hardwood, painted and varnished. This swing is very strongly built and guaranteed in every way. Seats four adults or six children. Price on 'dollar day' \$5.75.

**LAWN SWINGS**—This is a new and improved design. It is made of heavy iron and is guaranteed to last for years. The price is so low that you can afford to have one in every room. The swing is made of heavy iron and is guaranteed to last for years.

**Prices That Are Away Beyond Comparison on June 28th. DOLLAR DAY**

**Full Refrigerators**—Less 10 p.c. on Dollar Day. The price of our refrigerators is so low that you can afford to have one in every room. The price is so low that you can afford to have one in every room.

**Screen Door with Set Hinges for 1.00 On Dollar Day**

Why suffer in a hot kitchen this summer when you can purchase a new screen door for only \$1.00 on Dollar Day? The price is so low that you can afford to have one in every room. The door is made of heavy iron and is guaranteed to last for years.

**THIS RANGE FOR 35 ONE DOLLARS ON DOLLAR DAY FREIGHT PREPAID EXACTLY AS CUT**

A new and improved design. It is made of heavy iron and is guaranteed to last for years. The price is so low that you can afford to have one in every room. The range is made of heavy iron and is guaranteed to last for years.

**Congoleum Rugs**

How is anything new and better in the world? The price is so low that you can afford to have one in every room. The rug is made of heavy iron and is guaranteed to last for years.

**Unparalleled Prices on Lawn Mowers**

Why suffer in a hot kitchen this summer when you can purchase a new lawn mower for only \$5.75 on Dollar Day? The price is so low that you can afford to have one in every room. The mower is made of heavy iron and is guaranteed to last for years.

**Corner Feed Boxes**

General and heavy duty feed boxes. The price is so low that you can afford to have one in every room. The box is made of heavy iron and is guaranteed to last for years.

**Washing Machines**—Less 10 per cent on DOLLAR DAY

The price of our washing machines is so low that you can afford to have one in every room. The price is so low that you can afford to have one in every room.

**Visit Our Annex on DOLLAR DAY Some Genuine Bargains Here**

Our annex is open on Dollar Day. The price is so low that you can afford to have one in every room. The annex is made of heavy iron and is guaranteed to last for years.

**Rubber Mats**

How is anything new and better in the world? The price is so low that you can afford to have one in every room. The mat is made of heavy iron and is guaranteed to last for years.

**Daisy Glass Churns**

General and heavy duty glass churns. The price is so low that you can afford to have one in every room. The churn is made of heavy iron and is guaranteed to last for years.

Queen Street **THE ROGERS HARDWARE COMPANY, LIMITED** Grafton Street

WHOLESALE AND RETAIL

Reproduction of full page advertisement of Rogers Hardware Company, Charlottetown, P.E.I. This ad. got results for the firm on Dollar Day.



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, AUGUST 5, 1916 No. 32

## Japs After Trade

THAT the Japanese are trying to secure a foothold in the cutlery and other trades usually associated with hardware, is clearly evident. Large quantities of samples are arriving regularly and are being distributed among the larger buyers and importers. An examination of many of the samples shows that the Japs are at least trying to produce goods similar in design to those which find a ready sale in this market. Some of the samples sent out to date, are inferior in finish and design to the goods they are supposed to replace. It must be stated, however, that some of the goods now coming through, are greatly superior in finish and design to the samples submitted a few months ago. This is particularly true regarding cutlery. Samples received in this country some months ago, although fair for a first attempt, were amazingly crude when compared with goods which has previously been supplied by other countries. The persistent Japs, however, have made another try, and the second lot of samples, although not near the zenith of perfection, show a splendid improvement over the first ones submitted. To what extent trade with Japan will develop remains to be seen. Enough has taken place to show that the Japs are in earnest and are going to make an attempt to capture a good share of trade.

The first samples of another line of goods, sold extensively in every hardware store, arrived from Japan this week. The samples were very good indeed. The writer was allowed to examine the contents of the package, only on condition that the identity of the contents be not revealed at the present time.

Several samples of Swedish cutlery have arrived recently. Some lines are suitable in design and finish for the Canadian market, but prices seem exceedingly high. The design of a number of other lines are unsuitable for this market. There is a great scarcity of certain lines of cutlery at present. Deliveries cannot be made for several months and orders are accepted for fulfilment at prices prevailing at date of shipment. A Canadian factory for the manufacture of table and pocket cutlery, razors, etc., is now being equipped and operations are expected to commence at an early date.

## Build Up The Small Centres

THE permanent life of a large centre of population has its roots far spread in the prosperity of the rural and agricultural country of which it is the trade centre. It cannot grow on the face of a territory like a mushroom on that one spot. Where we have lost sight of this, where cities have been boosted at the expense of the smaller towns and rural districts, the one result has invariably followed: it has been impossible to retain in the rural districts an adequate number of efficient and contented people to co-operate socially, industrially or commercially towards building a permanent community. The rural districts are abandoned for more prosperous fields, the urban centres dwindle, and the city, the hub of the whole system, loses the reason for its existence. The life has gone out of the territory which furnished the raw material and the local market for its industries.

A member of the Dominion Economic Commission, speaking to our representative recently, said they are considering how to check this general trend and to foster a

stronger, more lasting community spirit, by encouraging the establishment of smaller farms and the development of small towns and villages. This is one of the principles for which Colonel MacLean and all his business newspapers have always contended,—the building up of the smaller centres in preference to the big cities. For example, while our printing plant and chief offices are in Toronto, we vigorously opposed, some years ago, the removal of the Fat Stock Show From Guelph to Toronto, though the scheme was strongly supported by influential Toronto interests, and had the sympathy of the Ontario Government. Guelph is essentially the centre of an agricultural country. The Fat Stock Show was not only a feature of educational interest to the rural neighborhood, but it advertised the city throughout Canada and the United States. It brought hundreds of visitors, and thousands of dollars to the place.

The system of laying out farms with the homes all fronting the highway like a continuous village, means better roads, brighter social life and neighborly co-operation.

## Beware The Produce Fakir

A SPECIES of "fakir" whose operations are attracting attention in Western Canada again at the moment is the transient produce dealer. The game is an old one—as old as the hills. This man works in a subtle way. He starts in business in a certain town, and floods the country merchants and farmers with circulars to the effect that he will pay extra good prices for produce. The unwary take him at his word, without consulting authorities as to rating at all, and ship their produce. Usually, the first two or three shipments are paid for. But early in the game comes a day when the shipments leave the merchant, and are indubitably received by the fakir-produce man, who decamps, while the shipper whistles for his money.

There are plenty of reliable produce houses whose word is their bond, and whose reputation is as clean as their standing is long. These are the firms with which to deal. You can trust them. Why, for the sake of a promised extra price, hand your produce over to men whom you do not know?

Several cases have come to hand recently. The Saskatoon Section of the Retail Merchants' Association at present is trying to steer its members clear of this kind of fakir. The Secretary of that body reports that during two weeks recently, "two different persons who operated so-called produce houses have vanished from the scene of their activities, leaving a cloud of N.S.F. cheques behind them. One of these men to our knowledge defrauded eighteen merchants in amounts ranging from \$15 to \$60." The Secretary continues—and this is the part worth special attention—: "In both instances we had a report on file shortly after the men started in business, and strongly advised merchants that no shipments should be made unless sent C.O.D."

Merchants have nobody but themselves to blame if they are caught. Mercantile bureaus exist to provide the man who is in doubt as to a concern's standing with complete details on the point. Merchants should use these resources. Surely it is the sanest of business rules to trust no one who is not proven trustworthy? There are a number of produce dealers with whom you have dealt and you have proven them to be fair and square in their business dealings. Ship your produce to them. By trusting the "fakir" not only do you lose money but you help to pay the board of a flim-flammer—a fraudulent thief who is too yellow to thief in any but this, the meanest, most slinking kind of way. If a man whom you knew to be a rascal came up and asked you to lend him a five dollar bill you would laugh in his face.



# Cardwriting Made Easy

## by R.T.D. Edwards

### LESSON NO. 18—"BRADLEY" LETTERING

EVERY cardwriter, no matter how accomplished he may be, can always afford to add more styles of lettering to his list—Therefore it behooves all who are interested in the art of lettering to keep their eyes open for something new in letter formation.

There are dozens of new types of letters appearing in the advertising sections of journals and magazines which are the work of high-priced artists, from which you can glean many new ideas to work up what appears to be an entirely new form of lettering.

The way to go about it is this: as you run across these letters, sketch them in pencil and the balance of the alphabet can be worked up to correspond with them. You will notice some predominating feature which should be followed throughout the alphabet. For instance, while the "Bradley" is far from being new you will find many new formations that will add new life to the old type. The outstanding feature of this form of lettering is the small angular strokes at the beginning and ending of strokes also the square-cornered junctions in the curved letters.

#### "Bradley" Alphabets

The lettering we are teaching this month is what might be called by some a fancy letter on account of it's out-of-the-ordinary formation. This may be true but nevertheless when the letters are put together to form words they make a very readable card as you will see in the finished work. This style is most suitable for the better class of display cards but it can be used for sale purposes with good effect.

A first glance at the chart gives one the impression of it being a most difficult letter to read. This is not the case: in face it is one of the most readable forms of lettering that a cardwriter will run across. The rules for arranging these letters are simple and easily understood. Never use all upper case letters in one word. If a capital

is desired have it at the beginning of the word only. The remainder of the letter to be lower case.

The "Bradley" alphabet is not by any means a new one. It has been in use a great many years but has not been used extensively: thus it is uncommon. The principle of its formation is quite simple. First of all you must possess brushes that are in excellent working condition, brushes with red sable hair all the same length. The hair must not split and come to a perfect chisel point when filled with color.

The "Bradley" type is an entirely brush stroke alphabet. That is, each stroke is completed with one sweep of the brush. No finishing strokes are required if the brush is in good condition.

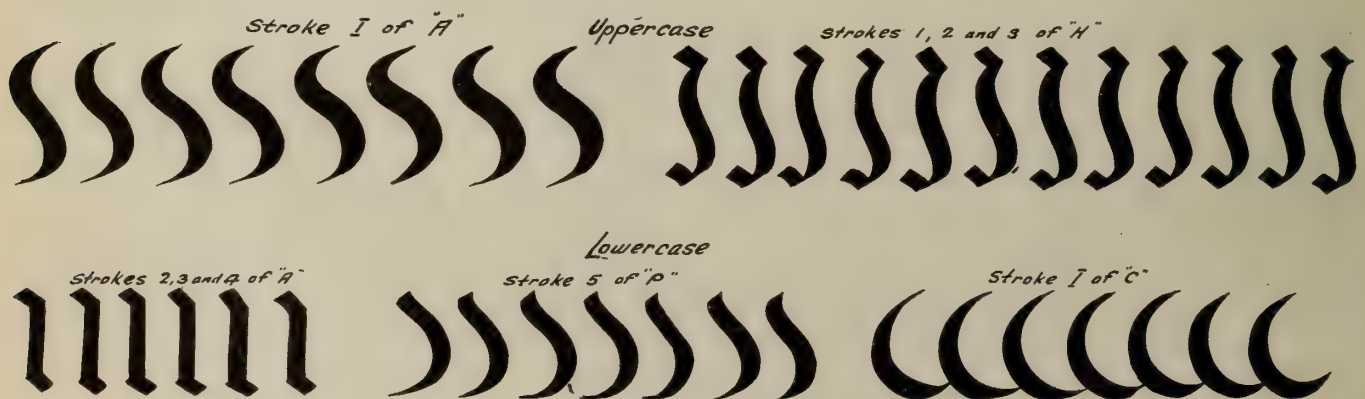
#### Directions for Painting

As explained in previous lessons, work the color into the brush by drawing it back and forth on a piece of scrap cardboard until the color flows evenly from it and the point of the brush is the right width. A No. 8 red sable writer is a good size brush to use for a letter two inches high. If a small letter is required use a smaller brush. Don't try to make a big brush do small lettering. Hold the brush quite rigid between the thumb and forefinger. It must not roll as is necessary for the brush stroke block lettering shown in this paper some months ago.

#### THE CHART

The first "A" shows a very gracefully formed letter. The main thing in this letter is to have it balanced up properly. Practice that stroke No. 1 many times. Stroke 4 of this letter is one of the most prevalent and needs much practice.

The second "A" is of entirely different formation. Stroke No. 1 is made with one sweep of the brush. This stroke has appeared many times in previous alphabets. Stroke 3 is the same as stroke 4 of the first "A."



... Practice Exercises ...



In stroke No. 1 of the first "B" we have the same stroke that appeared in the other two letters. Practice well strokes 5 and 6.

Stroke 1 of the second "B" appears often in the alphabet and should be practised carefully. Combination strokes 2 and 3, and 4 and 5 of this letter need a lot of practice.

"C" is a simple letter to form. Stroke 1 is the same as stroke 1 of the second "A."

Stroke 5 of the first "D" is a peculiarly curved stroke and needs a lot of attention.

Stroke 3 of the second "D" should be paid particular attention to on account of its long sweeping character.

"E" is only one style of many used in "Bradley" lettering. Take particular care of strokes 1 and 3.

Strokes 1, 2 and 3 of "F" appear often during the chart. These three can be made without lifting the brush off the card.

Two entirely different are shown of the letter "G." Pay special attention to stroke 3 of the first "G." The second "G" is the easiest read and the most used.

The "H" makes a nice capital letter. It shows a good combination of strokes in 1, 2 and 3. The "I" form is comprised in many other letters. Strokes 1 and 2 of "J" are the same as 1 and 2 of H. Much practice is required to make these strokes graceful. The "K" shows another nicely formed letter. Stroke 6 is a new one so far and should be paid special attention to.

The combination stroke 3, 4 and 5 of "L" should be practised often. This letter needs a lot of attention to get it properly balanced. The "M" and "Ns" are of a similar formation. Their lines appear in other letters. Strokes 1 and 2 of the first "O" are the reverse of one another. Practise this letter well. The second "O" has the third stroke added to give variety.

The "Q" is the same as the first "O" with the tail added.

## "Bradley" Alphabets

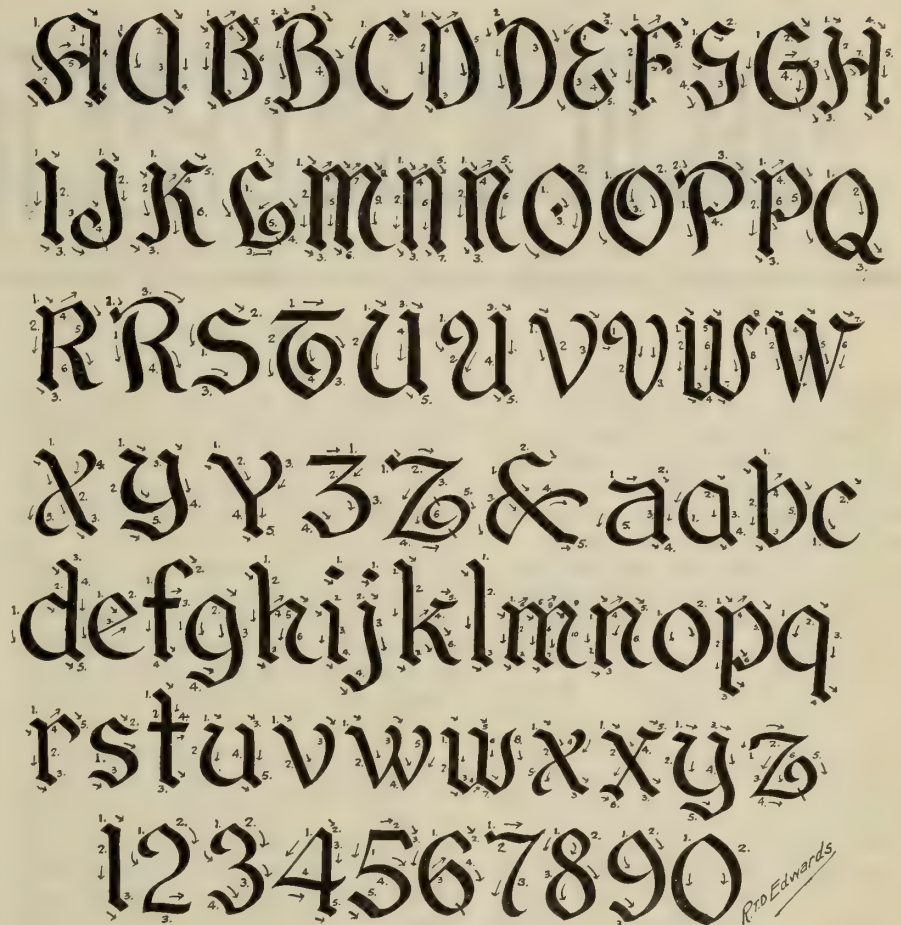


Chart 17

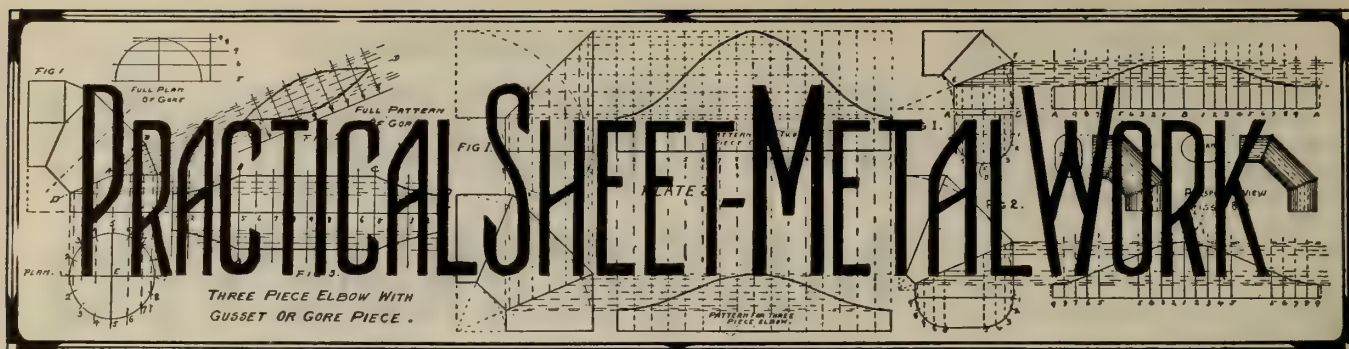
You will notice a similarity of the two "R's" to the two Ps.

Stroke one of "S" has been shown in brush stroke Roman lettering and should be well known to the writer. The "T" is a very graceful letter but requires a lot of practice to make it such. Strokes 2, 3 and 4 require much attention before they can be made to appear properly balanced. All the strokes of the first "U" are comprised in previous letters. The second "U" gives a variety in the first two strokes. This former letter is the easiest to read.

## Photos of Interiors and Window Displays Wanted

Have you a fine appearing window display, store interior, or paint department? Hardware and Metal is anxious to keep in touch with progressive methods of display and to let our readers know what other merchants are doing. It will make for greater efficiency all around. We would be glad to get such photographs or snapshots and will promptly acknowledge the same when they are received by us. We would also like illustrations of departments of stores, new store fronts, modern delivery outfits, stove departments, sporting goods departments, floats in parades and other timely views. Address all photos to Hardware and Metal, 143-153 University Avenue, Toronto.





BY THOMAS STANFIELD

THE question of humidity is one which the average heating engineer appears to know very little about, and particularly those who instal warm air furnaces. This is a matter for regret, seeing that all the air heated in a warm air furnace must pass very close to the red hot fire pot, which makes it very dry, much more so than is the case where steam or hot water heating systems are installed.

One of the chief arguments which the opponents of warm air furnaces use is that "the air is burned dry," is dusty, and, therefore, not healthy. Furniture cracks, etc., etc., and no doubt these arguments are only too true.

These conditions should not and would not exist if the person installing warm air furnaces would become thoroughly acquainted with the question of providing adequate provisions to furnish sufficient humidity.

Regarding the cracking of furniture, this is a common thing to see. What do such actions teach us? Simply that air if too dry will absorb moisture from anything with which it comes in contact, whether furniture or human beings. That is the reason why thousands of persons have become victims of bronchial troubles, sore throats, etc, because the air has taken off too much moisture from the lungs, throat and nose, and the warmer the air, the more moisture it will absorb.

At the time of writing the temperature is standing at 89 degrees Fahr. in the shade. Just imagine the amount of water a person could drink during such a period, and the heavy perspiration which can be created. The furnace should be charged just as liberally with water during its operation.

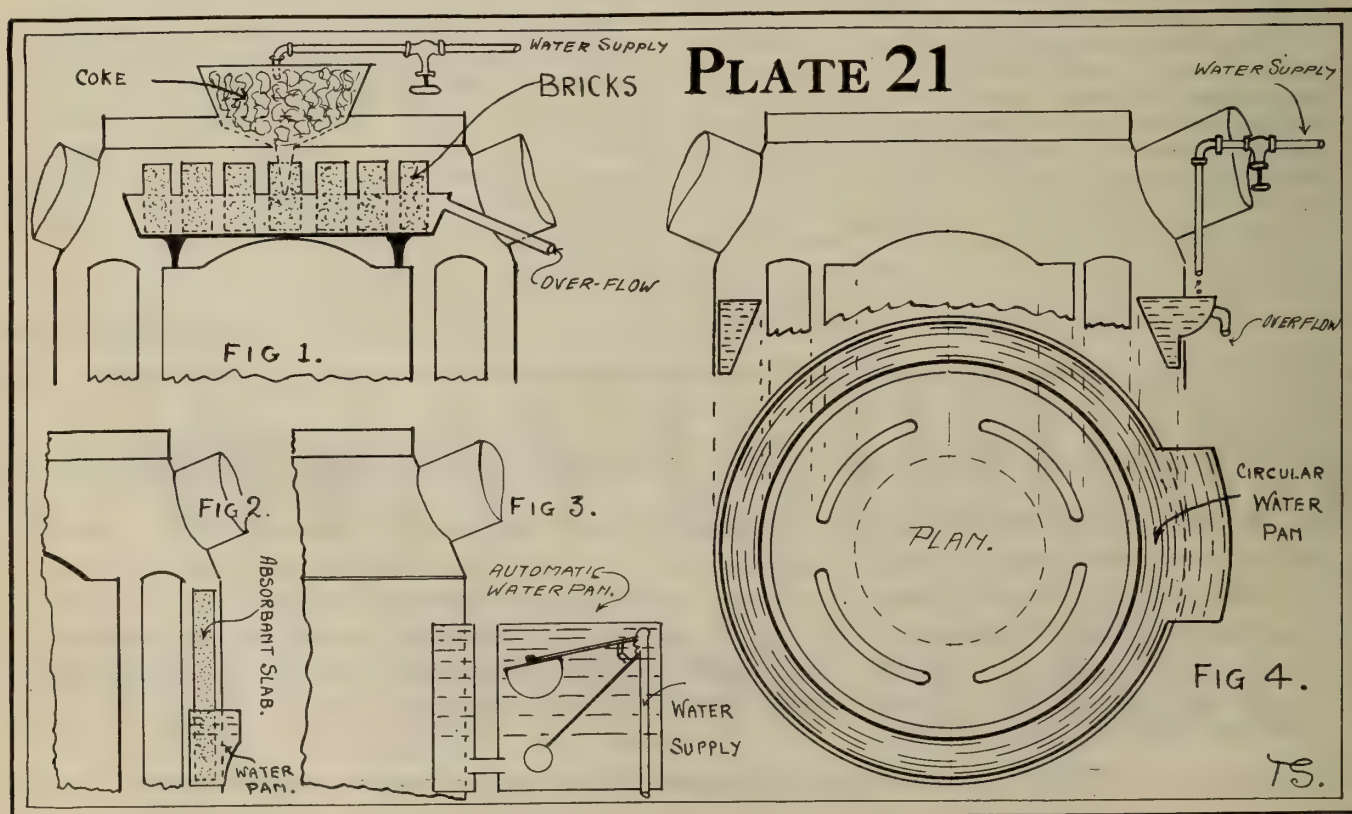
Cold fresh air is much more difficult to heat than warm, not altogether be-

cause of the latter being warmer, but because cold air contains less moisture. Atmosphere at zero contains, we are told, only one per cent. of moisture, and the human body requires at least a humidity of 55 per cent.

Just to show the fuel value of moisture, consider that in the spring time, just as the snow has been either evaporated or absorbed, we find a temperature of 65 degrees very comfortable, as well as exhilarating. Why? Because there is a present humidity of approximately 55 degrees. Then why not create such a condition in the home in winter, particularly when a great saving in fuel can be effected?

Most houses are heated to 70 degrees when 65 would be much more healthy with a reasonable amount of humidity. The small water pan generally furnished with warm air furnaces is nothing bet-

(Continued on page 46.)





# WHAT OTHER PAPERS SAY

## BENEFITS OF CO-OPERATIVE COMPETITION

From American Artisan and Hardware Record.

Not so very many years ago, retail hardware dealers—as well as other retailers—were averse to getting together and discuss their problems, because each one regarded the other as a possible enemy who stood ready to take advantage of him at every opportunity. Many of them were also impressed with the idea that by "running their own business" they would be more likely to get ahead—regarding success to be a question of the survival of the fittest in its stone age sense.

Within the past twenty-five years, however, a new spirit has come into existence and has made itself manifest in practically every field of trade and industry. Those who are in position to judge say that the movement fostered by this spirit will place merchandising on a far higher scale than has been the case up to the present time, and judging from the results which have already been accomplished through this spirit of cooperation, we may well expect an era of great progress in the science of merchandising.

It is impossible for anyone who is at all fairminded to produce an example of genuine cooperation which has not benefited each individual cooperator and—far more important—the entire community or branch of trade or industry affected.

To be sure, we still have those who profess to believe that by being independent and thus refusing to cooperate with their fellow business men they will have a better standing with those from whom their profits are to come, and who refer to those bound together in a cooperative movement as conspirators against the interest of the public.

But in practically every instance it will be found that wherever cooperation has been given a fair trial, the results to the public have always been of greater benefit, and the general conditions in the community or trade affected by the cooperation have been materially improved.

To-day cooperation among fellow business men is an accepted doctrine of efficiency and the man who refuses to cooperate with his fellow business men thereby stamps himself as one who is lacking in one of the essentials for true success: He may make a small success of his own business, but he will never achieve the heights of success which would have been his if he had been broad enough to join with his fellow business men to improve conditions in general and thereby increase his own success.

\* \* \*

## NAVAL STORES ADVANCING

From Paint, Oil and Drug Review.

Naval stores are advancing in the south by leaps and bound. It may be well for the trade to stop and ask why this is so. With one exception, since 1911, the turpentine market, after April 1, has declined and continued on a low basis until towards September.

In fact, since the crop year of 1906-07 there have been only three years when an advancing market has occurred at this season of the year. This year, on April 29th, the Savannah market was ruling at 35½¢ at 35¼¢. On Saturday, July 15th, the Savannah market closed at 46½¢, or a full advance of 10¢ per gallon, or \$5.00 per barrel.

The rosin market this year seems to be suffering from the same ailment as turpentine.

In order to judge at a glance the following table has been prepared:

	April 1,		July 15,		Advance Since
	1915	1916	1915	1916	1916
W. W. ...	\$5.55	\$5.52½	\$6.45	\$6.75	\$1.22½
W. G. ...	5.55	5.45	6.25	6.60	1.15
N. ....	5.05	5.30	5.20	6.60	1.30
M. ....	4.00	5.15	4.25	6.55	1.40
K. ....	3.30	5.00	3.65	6.50	1.70
I. ....	3.10	5.00	3.20	6.40	1.40
H. ....	3.05	4.95	3.20	6.40	1.45
G. ....	3.05	4.92½	3.20	6.35	1.42½
F. ....	3.95	4.90	3.10	6.35	1.45
E. ....	3.05	4.85	3.05	6.30	1.45
D. ....	3.05	4.85	3.00	6.30	1.45
B. ....	3.05	4.80	3.00	6.30	1.50

We have compared conditions with last year because they both have been unusual as regards exports. It will be seen from the July comparison between 1915 and 1916 prices it shows an advance on medium and low grades from 100 per cent. advance to 130 per cent. advance. This seems to be rather an unusual condition, and there must be some reason for it.

It has been said that the export demand this year was the cause of the higher values. According to statistics the exports of turpentine, since April 1, to date, are as follows: In 1916, 11,220 barrels; in 1915, 17,300 barrels, a decrease of 6,080 barrels. The rosin exports for the same period during 1916 were 20,318 barrels and for 1915, 90,992 barrels, a decrease of 70,674 barrels.

The exports for 1916 would hardly seem to justify the statement, and we must look for some other reason.

The domestic shipments of turpentine this year are below those of last year, and the shipments of rosin are approximately the same for the two seasons. It would seem that neither the export or domestic demands warrant the advances which have occurred since April 1st, all of which have a marked effect upon the cost of varnishes and many commodities outside of the paint and varnish field, such as soap and paper, in the manufacture of which both products are used, and as a result both the manufacturing and consuming trade are affected.

Unusual conditions must be behind the movement, and it would be well for varnish and paint manufacturers to thoroughly investigate the subject, as it vitally interests them, and every manufacturer knows to his sorrow that the manufacturing costs of many products are high enough already without inflation, which seems to exist in this instance.

\* \* \*

## NO OCCASION FOR FEAR.

From Financial Post.

Fears have been expressed rather freely in recent months in Canada that the very great increases in imports must be taken as an indication that Canadians are once more purchasing too freely abroad, and that commodities of a luxurious character are being consumed on a huge scale with the probable result that the present extreme prosperity will end in a state of inflation which will have the usual disastrous results. The fear is expressed that owing to the rapidity of the advance in business during the past twelve months the results of inflation will be even more severe than in ordinary times. Recent changes in conditions in the United States have given rise to the opinion that the end of the great boom is already in sight in that country. This opinion is founded upon two chief reasons, namely, an advance in

money rates indicating that the extension of credit is being felt, and secondly, a decrease in the quantity of war orders that are being placed in that country.

Neither of these conditions prevail in Canada. We are unquestionably doing a larger proportion of the total war business that is being done on this continent now than even before. New contracts are being let in Canada in preference to the United States, and there is not a shadow of doubt that while the production of munitions is showing signs of decline in the United States it is continuing to increase in Canada. For example The Post understands that several big Canadian factories are commencing this coming week to turn out shells of a size not hitherto produced, in this country. There may be a temporary reduction in the output of small high explosives. However, the Imperial Munitions Board is working upon the assumption that the demand for shells will continue indefinitely and every effort is being made to speed up production to the highest possible point.

As an increasing share of total contracts are placed in Canada there will be an increasing tendency for imports to increase. The big advances in imports in recent months is not to be attributed so much to the fact that Canada is consuming more foreign goods as to the fact that an increasing strain is being put upon the natural resources of this country to fill contracts. Raw materials and to some extent machinery are being imported on an increasing scale and bankers do not feel that this is a tendency that should be checked in any way nor do they feel apprehensive about it.

\* \* \*

## CENSUS OF MANUFACTURE OF PAINTS AND VARNISHES

(From U.S. Commerce Reports.)

A report on the paint and varnish industry of the country by the United States Bureau of the Census shows that the number of establishments was smaller in 1914 than it was in 1909, but that the output for the latest census year was 16.9 per cent. greater in value than that of 1909. The paint industry embraces the manufacture of colors or pigments in dry form as well as in paste form and already mixed for use, and under varnishes there are included japans, dryers, and lacquers.

Reports were received from 855 establishments engaged in the industry in 1914, the total products of which for the year were valued at \$149,049,820. In 618 establishments, with a total paint and varnish output valued at \$113,953,084, a greater value of paints than of varnishes was produced; and in the remaining 237 establishments, with a total output of \$35,096,736, the value of varnishes produced was greater than that of paints.

The products in 1914 comprised colors or pigments valued at \$17,407,955; oil paints, \$70,582,461; water paints and kalsomine, \$2,202,281; varnishes and japans, \$36,061,203; fillers, including putty, \$3,239,174; bleached shellac, \$1,806,802; and other products to the value of \$17,749,944.

At the census of 1909 there were reported 863 establishments, with products valued at \$127,472,819.

\* \* \*

The first electric railway in America and the second in the world was operated at the Canadian National Exhibition.



# EVENTS IN THE TRADE

## PERSONAL

R. C. Chown, formerly of Edmonton, Alta., has been appointed manager Brandon Hardware Co., Brandon, Man.

Thomas Elder, an experienced hardwareman from Medicine Hat, has joined the Hayr Hardware Company staff at Lethbridge, Alta.

Saulte St. Marie, Ont.—F. Braithwaite's hardware store at Blind River near here, was recently destroyed by fire.

## REMODELING HARDWARE STORE

The old Cash Hardware store at Cobalt, Ont., owned by W. R. Graham, is being made into two separate stores and will be rented, one part as a shoe shine stand, and the other, it is expected, as a barber shop.

## BUSINESS CHANGES

Toronto, Ont.—N. W. Henderson, Toronto, has sold out to F. H. Elliot.

Otterville, Ont.—Wm. Beckett, hardware and tinsmith, has sold out to Herb Chase.

Aylesburg.—Est. of U. J. Souply, hardware and implements, has been succeeded by A. W. Wallace.

## CASE ADJOURNED TO SEPT. 14.

The case in which the T. Eaton Co. is charged with having sold paint which it is alleged, was not up to the quality as described in the advertisement, has been adjourned until Sept. 14. This refers to paint which was sold at 33c per quart in February last. Details have previously appeared in Hardware & Metal.

## BIG PAINT PLANT BURNED

Damage to the extent of \$100,000 was done to the plant of the Winnipeg Paint & Glass Company by fire Wednesday morning of this week. The woodworking mill, boilerhouse, and several dry kilns were destroyed. A large barn in which were stabled nineteen horses was seriously threatened, but escaped. The company has decided to rebuild the factory immediately. The loss is covered by insurance.

## MILLERS FALLS CO.

### PURCHASES FORD CO.

The Millers Falls Company of Millers Falls, Mass., have recently purchased the entire going business of the Ford Auger Bit Co., of Holyoke, Mass.,

and have transferred the plant to Millers Falls. This is an event of unusual interest and importance to the hardware trade because of position of both the Ford and Millers Falls products among tool users. The entire Ford machinery and factory organization are being taken over by the Millers Falls Company and the Ford bits will be continued unchanged in every way and the Ford name will also be retained to identify the product.



J. F. HENDERSON

*Assistant Sales Manager, Wood-Vallance Ltd., Winnipeg, who with his son enlisted in the 78th Battalion and is now in training at Bordon, Hants, Eng. "Billy," as he is familiarly known, started in the hardware business twenty-five years ago with Lewis Bros., Ltd., at Montreal.*

## PURCHASED HARDWARE BUSINESS

Messrs. J. J. Delany & Rogers have purchased the hardware business and store property of J. K. Warnock, of Barons, Alberta. Barons is in the heart of a rich agricultural district. It is stated that it stands in the unique position of having shipped more grain from the 1915 crop than any other point in the province. To June 1 this stood at 1,500,000 bushels and it is confidently expected that by September 1 this will have reached the two-million mark. J. J. Delany, who is the active manager of the new firm, received his experience with the Favr Hardware Company, of Lethbridge,

where he was head salesman for a time. His experience fits him well for his new position.

W. T. Rogers gained his early experience in Ontario, but looking for a larger field went to Alberta in 1907, where he shortly secured the position as manager with the Airdrie Hardware Company, of Airdrie. Later he resigned his position to accept a similar position in the hardware and furniture department with Fowler & Breen, of Wetaskiwin, Alta. After severing his connections with this firm, Mr. Rogers formed the firm of W. T. Rogers & Co., and opened up a hardware store at Airdrie, which he conducted successfully for four years. In 1912 he bought out the Alberta Hardware Company at Diamond City, and after two years at this point he established himself in his present store at Commerce, Alta. Mr. Rogers will continue to run this latter store entirely separate from the Barons business. Messrs. Delany & Rogers are making extensive interior alterations to their store which will help to increase store efficiency and service to their customers.

## HARDWARE TO AUSTRALIA

The Weekly Bulletin of the Department of Trade and Commerce of Canada, July 24 issue, shows that for the year 1914-15 some lines of hardware manufactured in Canada are beginning to get a good foothold in Australia. This increase has been over the previous year of 1913. In metal manufacture the value exported from Canada to Australia amounted to \$7,115 in 1914-15, as compared with \$2,909 in 1913-14. This is an increase of \$4,206. In bolts and nuts there has also been an increase in exports from \$799 to \$1,920, or a net gain of \$1,121. A new market for wire nails and brads was opened up and goods to the amount of \$1,253 were shipped to Australia. There was none of these shipped in 1913. Iron and steel in bars and rods increased from \$91 in 1913 to \$1,597 last year. There was a big increase in the exportation of iron and steel tubes and pipes, the amount exported increasing from \$5,125 to \$14,256, a clear gain of \$9,131. Iron and steel wire and woven wire showed an increase of \$30,270 over the previous year. The biggest gain, however, was in rails and fishplates, the volumes of which was nearly a quarter million dollars, the amount being \$230,853.



This is a clear gain over 1913-14, when there were no shipments of these articles to Australia at all.

### ST. JOHN, N.B., NOTES

St. John, N.B.—Government trade returns show the percentage of increase at the following ports during the past twelve months to have been: Montreal, 62 per cent.; Boston, 10 per cent.; St. John, 174 per cent.; Halifax, 56 per cent. A comparative statement of exports at the several ports for the past three years is as follows:

	1913-14.	1914-15.	1915-16.
Montreal . . .	\$99,238,107	\$119,349,025	\$191,170,656
Boston . . . .	65,715,181	107,476,000	118,000,000
St. John . . . .	21,359,760	43,872,932	120,042,590
Halifax . . . .	19,157,170	17,247,719	26,843,487
Quebec . . . . .	9,602,192	7,310,185	3,991,861

The stream of tourists which has been entering this province from the United States, while not so large as before the war, has been very much larger than in the previous two years. If weather conditions would improve there would undoubtedly be a very large influx of tourists. Every encouragement is being given the friendly tourist to enter the Dominion and to enjoy himself while here. Non-resident auto owners, under a recent order, can remain in Canada for a period of thirty days without making formal entry of their machines. All that is required of them is that they shall report at the first Custom house on the border and sign a certificate, which will release them from any Customs charge. No passports are required from citizens of the United States, and there is no military conscription to fear.

Bank clearings for week ending July 13, 1916, amounted to \$1,977,543; for corresponding week last year, \$1,676,968; for week ending July 20, 1916, \$1,792,169; like period, 1915, \$1,563,202.

For the quarter ending June 30, lumber exports to United States amounted to \$350,675.06, made up as follows:—Lumber, \$133,602.28; wood pulp, \$130,204.55; shingles, \$1,035.50; laths, \$79,529.19; staves, \$434.58; clapboards, \$351.50; pine boards, \$5,517.45. For the first half of the year lumber exports show an increase over 1915 of \$108,169.70.

### EXPECTS BIG GUN SALES

"With the return of many soldiers from the front we look for an increased sale of shotguns and firearms of all kinds," said a representative of one of the large wholesale hardware jobbing houses. "Men who have learned the use of the gun on the battlefield will always feel a certain fondness and endearment for it. They will be given a new interest. When they return to Canada on furlough and after having been discharged they will still feel strongly the desire to get into the open spaces. No doubt the primitive hunting instinct which has been dormant in the many of the members of the race has been aroused

by their participation in the present war. When they return to their home haunts again there will be an insistent call for them to take up the chase again. Of course, some will be glad to have a respite from carrying guns when they return home. But in time they will no doubt find the inclination strong to take up the hunt again. This spirit should redound to the benefit of the hardwareman who carries a stock of shotguns and rifles. Rifle shooting will be more popular at home than it has ever been. Shotguns for game birds and trapshooting will, without doubt, have an increased sale. Hardwaremen can help this along by talking it up," stated the jobbers' representative.

## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

825. **Hardware, mining and household.**—A Transvaal firm of wholesale merchants requests catalogues, prices, and packing details on all hardware lines for household, farm and mining use (not mining machinery), brushware, handles, hammer and pick, and woodenware included.

826. **Ploughs and agricultural implements.**—A Johannesburg firm of wholesale merchants requests correspondence, catalogues and other details on cheap ploughs, single furrow and other small agricultural implements.

829. **Paints for outside iron work.**—A Johannesburg firm of wholesale merchants is prepared to take up sole agency for outside iron work paints. None but a high-class line wanted. Will purchase outright, but want sole agency for the Transvaal.

830. **Roofing.**—A Transvaal firm asks for samples and quotations on roofing materials, such as asphalt, saturated felt and bitumen. Have handled roofing for years and want Canadian production. Sole agency for Transvaal, but will purchase outright. The range must be such that a system of reinforced felt roofing can be used.

831. **Glassware, fruit jars, milk bottles and crockeryware.**—A South African firm of wholesale merchants requests illustrations and price lists on any of these lines.

832. **Paints and varnishes.**—A Johannesburg firm requests color cards and prices on Canadian paints and varnishes. A few small samples would be helpful.

833. **Wheelbarrows.**—A South African firm asks for particulars and catalogues of Canadian wheelbarrows. Reference to Weekly Bulletin No. 609 will show the kind most in use.

835. **Leather.**—A Birmingham firm is open to purchase Canadian shoe leather.

837. **Leather.**—A Leicester firm is open to purchase sole leather in bends or sides, light or middle weights, and upper leather willow sides, box sides, willow calf and box calf.

838. **Leather.**—A Leicester firm is open to increase its imports from Canada of hemlock and oak shoulders, bellies, heads and lifting.

839. **Leather.**—A Leeds firm with branches in Leicester and Liverpool wishes to hear from exporters of oak and hemlock leather in light, middles, and heavy weights, bends and sides in all selections.

840. **Leather.**—A Liverpool firm already doing a large trade with Canada is open to increase its purchases of sole and upper leather.

841. **Leather.**—A Northampton firm is open to purchase Canadian sole leather in sides and bends, bellies and shoulders, all substances.

842. **Leather.**—A Birmingham firm inquires for exporters of light leathers such as skivers, roans, either plain, grained or suede, moroccos, hard grain groats, etc.

845. **Belting.**—A commission agent in Newfoundland inquires for names of Canadian manufacturers of rubber and leather belting.

846. **Wire goods.**—Canadian manufacturers of wire and iron goods are asked to communicate with a Newfoundland commission agent with a view to establish business relations.

848. **Rubber goods.**—A Newfoundland concern is open to represent Canadian manufacturers of gutta percha and rubber goods in the various makes.

858. **Mining supplies.**—A Johannesburg firm of engineers now representing a large Canadian firm, are prepared to take up Canadian agencies in mine supplies, such as light and heavy rails, machinery, ore cars, pumps, drill hose, rubber, leather and Balata beltings.

859. **Railway supplies.**—A Johannesburg firm of engineers in close connection with the South African railway's requirements, are prepared to take up agencies for heavy rails, coaches, steel cars, wheels and all railway supplies, except locomotives.

860. **Leather belting.**—A South African firm, with headquarters in Johannesburg, are seeking agency for a waterproof leather belting.

861. **Balata belting.**—An agency for Canadian-made Balata belting can be placed with an engineering firm in Johannesburg.

862. **Mining supplies.**—A Johannesburg firm dealing in mining supplies are prepared to handle such lines as cast-steel hammers, 4 pounds, mining buckets, piping and mining machinery of all kinds.

863. **Hardware.**—A South African firm of manufacturers' agents, with permanent offices in Cape Town and Johannesburg, covering all centres of South Africa, including Rhodesia, is prepared to take up agency in Canadian hardware of all kinds. Catalogues with f.o.b. prices Montreal or St. John requested.

866. **Steel cars.**—A Johannesburg firm with engineering department, old connection with the mines, are prepared to take up agency in any mining or electrical machinery or supplies, such as rock drill hose, belting, shovels and picks. At the present moment they are particularly interested in steel mine cars and dump cars. Blue prints and particulars for steel cars may be inspected at the Department of Trade and Commerce, Ottawa.

867. **Steam heating appliances and hot water boilers, G.M. valves which are used on hydraulic rams, etc.**—An Aberdeen firm will be pleased to receive catalogues and prices c.i.f. Glasgow.

868. **\*Plumbers' supplies.**—An Aberdeen firm is prepared to receive quotations for plumbers' supplies, tubes, etc.

869. **Formaldehyde, casein and dyes.**—An Aberdeen firm will be glad to hear from Canadian houses having above to offer.

870. **\*Vegetable parchment paper.**—An Aberdeen firm, having a license to import paper, wishes to receive quotations for the above.

872. **Steel tires.**—A leading manufacturers' agent in Newfoundland asks for the names of Canadian manufacturers of locomotive steel tires.

875. **Magnesite.**—A manufacturing company in the West of England invites offers of magnesite (Mg Co<sub>3</sub>) from Canadian producers.

896. **Steel joists, channels, angles, tees, etc.**—A Leeds firm of iron and steel merchants wishes quotations, stating time of delivery, on several hundred tons of channels, joists, angles, tees and rounds. Detail specifications may be obtained on application to the Department of Trade and Commerce, Ottawa.

897. **Steel billets.**—A Leeds firm of steel and iron manufacturers are in the market for 1,000 tons of steel billets, 3 inches to 7 inches square and from 56 pounds to 1,000 pounds.

904. **Leather.**—A Leeds firm of leather importers are interested in hearing from Canadian exporters.

905. **Leather.**—A Leeds firm of leather importers inquires for Canadian exporters of waxed split upper leather, in light, medium and stout substances.

\*Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London. For further information apply to the Department of Trade and Commerce, Ottawa.



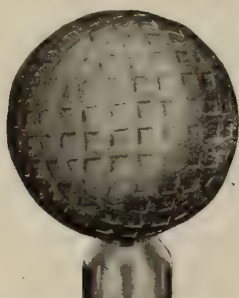
# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### SOLUBLE GOLF TEES.

The Pittsburgh Golf Tee Company, Wilkensburg, Pa., offers to the trade a soluble golf tee.

This article is designed to provide a convenient, ready-made method of teeing golf balls. The present method of



*Soluble Golf Tee.*

teeing with wet sand is one of the nuisances of the game and it detracts from its pleasure. When this tee is used, the makers claim, a player's hands are kept absolutely dry and clean; it is not necessary to brush the wet sand from one's hands and then dry them on clothes or a towel. This is a point the makers state, that will be especially appreciated by women golfers.

These tees are put up in boxes containing 100 each. They are made in three sizes,  $\frac{3}{8}$  in.,  $\frac{1}{2}$  in. and  $\frac{5}{8}$  in. high. A box of these tees will last a player an entire season. It has been proven that a player will lose about 10 per cent., or one out of every ten; in other words, when he starts off with 100 tees and after he has driven 100 times he will have 90 left; and when he has driven these 90 times he will have 81 left, etc., until he has had a total of over 900 drives, or 50 full rounds of 18 holes, at a cost of 2c per round.

The manufacturers of the tees also make the following claims:—

It is better than an anchored rubber tee because it is lighter—less resistance to the sweep of the club; the string and anchor to a tee of this kind distracts the vision and makes it harder for a player to "keep his eye on the ball."

It is better than a rubber tee, not anchored, because its cost is so slight that when one of them is lost no time need be wasted in looking for same.

It is better than a metal tee because it cannot injure your club.

It is better than a paper tee because a paper tee can only be used once and

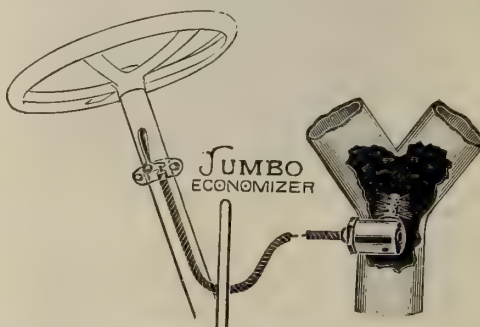
when once used is left to litter up the golf course. This is very objectionable to the majority of Grounds Committees. The Soluble Golf Tee, being manufactured of a high grade gelatin, will dissolve, due to the action of the weather, and disappear from the ground.

It is better than any device for molding wet sand, as this method is little better than wet sand not molded. The Soluble Golf Tee affords a constant height and eliminates nuisance of wet and dirty hands.

Further details with prices, etc., will be mailed on request.

### JUMBO ECONOMIZER.

The Jumbo Economizer is offered to the trade by E. Edelman & Co., Chicago, Ill. The makers claim that the Jumbo is a successful gas saver and that it will save from 15 to 20 per cent. gasoline. The device is said to be simple to attach and can be installed by anyone with a drill, tap and a wrench in a very short time. The entire outfit is highly nicked and polished, put up in a complete box with full directions for at-



*Jumbo Economizer.*

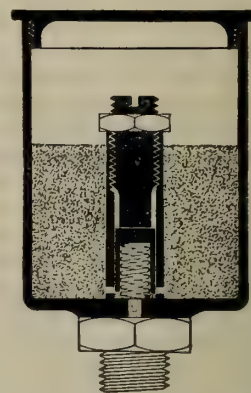
taching. The economizer will fit any car. The flexible cord is long enough to bring the adjusting device up to the steering wheel and can be attached either in the steering bolts or on the left side of the car in any position convenient to the driver.

### AUTO GRAPHITE LUBRICATOR

The auto graphite lubricator is offered to the trade by The Graphite Lubricator Co., 326 Diamond street, Pittsburgh, Pa. The makers state that the device is an automatic graphite feeder. It is simple and positive in operation, easy to adjust and readily installed. When placed on the intake manifold, the slight pulsations of pressure actuate the

balanced valve which supplies the right amount of graphite to the motor.

These fine flakes of graphite become attached to the friction surfaces and form a coating or veneering that improves the surface and reduces the friction and wear to a minimum. This



*The Auto Graphite Lubricator.*

coating of graphite keeps the working parts thoroughly lubricated and in top notch condition even at the high temperatures of the combustion chamber. The makers state further, that the Lubricator gives better compression, increases the power, effects a material saving in fuel and oil, does away with the evils of carbon and avoids repairing pistons, regrinding valves and removing carbon deposit.



### DOES YOUR AD. GET THE PEOPLE?

(Continued from page 34.)

special offer should stand out clearly without seeming to run into the other offerings.

The trouble in this particular case, of course, is attributed to the printer. It is not the intention to convey the impression that this advertisement falls down completely in this respect. There is an approximation to this "stand out" idea for each department. But it does not quite make the first grade in this respect. This we presume is what our inquirer is anxious to know in order that improvements may be made in future ads. This advertisement has its fine points. One of them consisted in the fact that it got the business. Perhaps it would get even more if the typographical arrangement had been just a little stronger and more of the talking points of a good salesman had been used.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### MARKETS AT A GLANCE

Reports from various districts state that business in the hardware trade is seasonably quiet, particularly in the cities where the midsummer dullness is more noticeable. The hot weather and vacations have also affected business. Merchants are preparing for the fall trade and prospects are favorable for a considerable increase in the volume of business over last year. Wholesalers are now taking fall booking orders which so far have been very encouraging. Comparatively few price changes have been made during the week, but the market is steady and firm. Prospects, however, for any pronounced weakness in prices developing, except in a few lines, seem remote, as conditions now prevailing in industrial circles will offset any possible decline in prices of raw materials, which is also a somewhat remote contingency. The advances this week include cotton clothes lines, cotton rope. Makers of shotguns have raised their prices again and jobbers will also make an advance. Some makers of coal ranges and stoves have advanced their prices. The decline in galvanized pipe, which was expected, has materialized and lower prices on galvanized wire products are looked for, owing to the recent declines in spelter. There is a better tone in the ingot metal markets, due to better demand, and quotations are firmer, with the exception of lead, which continues weak. In the paint market the situation generally is unchanged, and prices are firm. Linseed oil has advanced, but turpentine is a shade weaker. Collections are fairly satisfactory.

### MONTREAL

**M**ONTREAL, Aug. 2, 1916.—Although retailers blamed the unusually hot weather of the last few weeks for a rather quiet and uninteresting trade, the advent of a cooler atmosphere during the past few days has brought no improvement, so far as sales are concerned. City dealers report business even quieter this week than last, and this condition is reflected in the small volume of business going to the wholesalers. From the country districts, however, reports are much better and a corresponding increase in orders has been the result. Travellers' orders coming in now indicate "preparedness" on the part of many of the country dealers. Axes and lumbering tools are being freely ordered, while skates, sleigh bells and lanterns are called for from certain localities for future shipment. There is a good demand also for cow ties and horse blankets. Wholesalers report that there is still a shortage in certain classes of roofing paper. Only minor changes are recorded in the price list of general hardware lines, such as marking up cotton rope prices 1c and a 1/2c advance on crowbars. It is worthy of note that there has been a larger demand for loaded shells, and, in fact, all kinds of sporting ammunition than had been expected. In view of the fact that so many men have enlisted, it was thought the demand for sporting purposes would be light and consequently orders placed with manu-

facturers were somewhat below the average. Much more has been sold, though, than was figured on, and it is just possible that a shortage in some lines may result.

The metal markets continue weak, though there have been few actual changes in quotations. Dealers lay the blame for a rather uninteresting and featureless market to manipulators. It is rather remarkable that no change is recorded in brass. Although the price of both copper and zinc have been reduced, brass is still quoted at the old price. The same applies to manufactured bars and sheets. The manufacturers say they are not anxious to sell. There has been a reduction in all sizes of galvanized pipe, amounting to about nine per cent. An increased shortage in large tin sheets, tin plates, boiler plates and boiler tubes, and a number of sizes of pipe are reported.

**Tin Unchanged.**—There has been no change in the price of tin, but the market continues weak, with little to indicate any immediate improvement. Quotations are 47c-47 1/2c per lb.

**Copper Higher.**—Although the market on copper continues weak, there was a slight marking up of the price this week, and the quotation is now 29c to 29 1/2c per lb.

**Spelter Advances.**—A one-cent advance in spelter quotations over last week's figures is noted, although this

market is reported dull and weak. We quote 18c to 18 1/4c per lb.

**Lead Unchanged.**—There has been no change in the price of lead, but, like the other metals, the market is weak, with an easier tendency, at 8 3/4c to 9c per lb.

**Antimony Up Again.**—Following the decline of the last few weeks, antimony showed considerable life this week, and, instead of last week's quotations of 18c to 20c, the figures are now 24c to 24 1/2c per lb.

**Aluminum Steady.**—There has been practically no change in this market. The price remains the same, with a slightly easier tendency at 65c per lb.

**Solders Advance.**—One cent. advance in the price of solders over last week's figures was recorded this week, and the market is steady at prices given in the current market quotations.

**Sheet Zinc Weak.**—There has been no change in quotations here and the market continues weak, with an easier tendency. The price is 25c to 25 1/2c per lb.

**Tin Sheets and Plates.**—An increased shortage is reported this week in large tin sheets, tin plates, boiler plates and boiler tubes, and a number of sizes of iron pipe. There has been no change in prices, however.

**Galvanized Pipe.**—A reduction in all sizes of galvanized iron pipe has been announced this week, and the changes are given in the accompanying panel. The reduction amounts to approximately 9 per cent. from the former quotations.

**Sheet Lead.**—Although the market on sheet lead is still weak, there has been no change in the quotations.

**Hardware Lines.**—An advance in country orders and a retreat so far as city trade is concerned, about sums up the situation for the past week. Price changes have not been sufficient to cause any exertion in the sales departments. An improvement in city trade is confidently looked for almost immediately.

**Arms and Ammunition.**—It was expected that the new prices, referred to under this heading last week, would be ready for announcement this week, but in consequence of some little mix-up, which it is desired to clear up, principally concerning some of the discounts which are a trifle involved, the new list will not be ready for a few days.

**Rope Advance.**—The price of cotton rope was advanced this week, and present quotations are as follows:—For 3/16 in., 29c; for 1/4 in. and up, 28c per lb. Manila is unchanged, but the market all round is firm.

**Wire Nails.**—An advance in wire nails seems to be certain, but just when it may come is about as uncertain as the termination of the war. All the jobbers



are issuing warnings that an increase is coming in both wire nails and wire. In this connection it is anticipated that rebuilding in the burned district in Northern Ontario will create considerable demand for nails and builders' hardware generally almost at once.

**Screws.**—There has been no change in the market for screws, but the tendency seems to be for higher prices in the not too distant future.

**Crowbars Advance.**—Price of crowbars has been advanced a  $\frac{1}{2}c$ , and quotation now is 4c per lb., instead of  $3\frac{1}{2}c$ .

**Cutlery.**—There has been a good, steady demand for cutlery in all grades. It is of interest to note that one jobber has recently received a shipment of pocket knives from Japan. The wily Jap is showing his ingenuity in many ways to gather in the trade that Germany "hogged" before the war. The knives are of the cheaper variety, but seem to compare very favorably with the pre-war German product.

**Sporting Goods.**—Retailers in Montreal report business fairly satisfactory in view of the absence of so many men. Women have bought more than usual this summer, especially in tennis goods. This may be due to the fact that they have never before had such an opportunity of using the tennis courts. Sporting materials for use on the water have also been largely in demand during the hot weather. Dealers who handle white sporting shoes also report an unusually successful season.

## TORONTO

**T**ORONTO, Ont., Aug. 3.—Seasonable quietness prevails in the hardware trade, and the hot weather, although tending to restrict business, will be of the greatest benefit to the farmers. Summer goods continue in fair demand, although the bulk of this business has passed. Merchants are preparing for the fall trade. Prospects for this season are very encouraging and a considerable increase in the volume of business is looked for in September.

As regards prices, the situation shows little change. Prices are holding very steady, particularly for staples, and few advances have been made during the week. There is, however, little or no indication of any weakness in the market and it is unlikely that there will be any material declines in hardware except in a few cases. The possibility of an easier situation in raw materials is offset by the prevailing scarcity of labor and increased wages for which there appears to be no relief. A further advance has been made in single and double-barrel shot guns. An active demand for firearms and ammunition is anticipated this fall notwithstanding the high prices. Owing to the increase in cost of cotton, an advance has been made in cotton clothes lines and cotton rope. The only decline to note is in galvanized pipe which has been reduced owing to cheaper spelter.

A statement recently issued by the Department of Trade and Commerce reveals the big advance which has been

made in Canadian trade during the first three months of the present fiscal year, April to June inclusive. The statement shows an increase of more than 93 per cent. in the grand total for the above mentioned three months. The volume of trade aggregated \$527,512,344 as against \$272,646,868 for the first quarter of the fiscal year of 1915. June was an exceptionally good month, the exports showing very heavy increases in manufactures, in agricultural and in mineral products. The figures in the report are very significant and prove conclusively that the country is enjoying an era of prosperity never before experienced.

**Iron and Steel Situation.**—Domestic business is quieter and there are no developments of particular importance to note. Export demand continues heavy,

vanced \$3 and are now quoted at \$45 per ton. Pittsburgh steel bars are unchanged at 2.50c, plates 3.50c and shapes 2.50c Pittsburgh. The ferromanganese situation is unchanged and prompt and forward metal continue to be available in carload lots around \$175 per ton, seaboard.

**Pig Iron.**—The market continues quieter and domestic demand comparatively light. The consumption of steel making grades continues heavy but foundry irons are quiet. Quotations are firm and unchanged, Hamilton No. 1 being quoted at \$24 per ton.

**Old Materials.**—The market for most old materials is quiet and there is little of interest to note, as the situation generally is practically the same as during the past week or two. Although prices are unchanged, there is a weaker tendency in some materials notably, zinc and lead.

**Machine Shop Supplies.**—Business continues active for practically all machine shop supplies including small tools, drills, chucks, taps and dies, belting, wrenches, etc., while the demand for waste has been so heavy that manufacturers have been unable to supply all that was required. Some lines, particularly those composed of steel or brass are difficult to obtain promptly, and prices are still high. Prices generally are firm and steady with no change of importance to note.

**Metal Market.**—An improved tone has developed in the metal markets and there have been no further declines. The improvement in the situation is due to increased demand and the markets generally are more active. The copper market is stronger as a result of increased enquiry and the gradual absorption of resale metal. Tin is also in better demand and the market is more active. The downward movement in spelter has been checked and although quotations are unchanged, the market has a better tone. The lead market continues weak, but prices are unchanged. Antimony is also unchanged but aluminium is a little higher. Solders are unchanged.

**Copper Firmer.**—The market is firmer and more active, but quotations are unchanged and entirely nominal. Resale copper is being gradually absorbed and there are indications of an improvement in demand which is tending to stiffen the market. On the other hand, producers who have been holding their prices are taking more interest in the market and are more inclined to sell. Local quotations are firm and unchanged at  $28\frac{1}{2}c$  per pound.

**Tin Firmer.**—The market is firm and unchanged with a better tone. The New York market is firm at advanced prices and supplies are coming forward in satisfactory volume both from England and from the Far East direct. Local quotations are unchanged at 42c per pound.

**Spelter Steady.**—The market is dull and easy, but consumers, particularly galvanizers, are taking more interest in spelter and the outlook is improving.

## NEW PRICES ON STANDARD GALVANIZED W. I. PIPE.

In effect Aug. 1, 1916.

Butt-weld.	Per 100 feet Black	Galv.
$\frac{1}{8}$ in. ....	\$ 3 00	\$ 4 50
$\frac{1}{4}$ and $\frac{3}{8}$ in. ....	3 06	5 25
$\frac{1}{2}$ in. ....	3 91	5 57
$\frac{3}{4}$ in. ....	4 72	6 96
1 in. ....	6 97	10 29
$1\frac{1}{4}$ in. ....	9 43	13 92
$1\frac{1}{2}$ in. ....	11 28	16 64
2 in. ....	15 17	22 39
$2\frac{1}{2}$ in. ....	23 99	35 39
3 in. ....	31 37	46 28
$3\frac{1}{2}$ in. ....	37 72	55 66
4 in. ....	44 69	65 95
Lap-weld.		
2 in. ....	17 02	24 24
$2\frac{1}{2}$ in. ....	25 16	36 56
3 in. ....	32 90	47 81
$3\frac{1}{2}$ in. ....	39 56	57 50
4 in. ....	46 87	68 13
$4\frac{1}{2}$ in. ....	57 15	83 19
5 in. ....	66 00	96 94
6 in. ....	86 40	125 80
7 in. ....	116 62	165 40
8 in.x25 lbs. per ft. ....	122 50	173 80
8 in.x25 lbs. per ft. ....	141 12	200 00
9 in. ....	169 05	239 80
10 in.x32 lbs. per ft. ....	156 80	222 40
10 in.x40 lbs. per ft. ....	201 88	286 30

but the warm weather is curtailing production and is generally affecting the steel trade. Prices of steel products are unchanged but holding firm. Deliveries on boiler tubes continue backward as makers are sold out for six to eight months. Wrought iron pipe is weaker and prices of galvanized pipe have been lowered on account of the decline in spelter. The situation in plates is steadily getting tighter and there is a possibility of higher prices due to increased demand from shipbuilding interests.

Orders for large shells have been placed in the States by the Allies and negotiations for further orders, representing heavy steel tonnages are under way which is tending to stiffen the market. Export demand continues heavy for Bessemer and open-hearth billets and sheet bars, shell steel, wire products, structural steel, etc. The big demand for billets has caused an advance in price and a scarcity of semi-finished steel. Bessemer billets have advanced \$2, and are now quoted at \$42 per ton. Open-hearth billets and sheet bars have ad-



Quotations are unchanged at 13c per pound.

**Lead Weaker.**—The market is dull and easy with local quotations unchanged. The Trust are holding their prices at 6.50c New York, but the independent producers are quoting 6.25c. It is generally believed that present prices will not hold unless there is a considerable improvement in business as it is well understood in the trade that production is exceeding consumption. Lead is quoted locally at 8½c per pound.

**Antimony.**—The market continues extremely dull and the demand is light. Quotations are unchanged and nominal at 20c per pound.

**Aluminium.**—The market is a little more active and quotations are 1c higher at 67c per pound.

**Solders.**—The situation in solders is unchanged. Prevailing prices are given in the current market quotations.

**Galvanized and Black Shells.**—The market for black and blue annealed sheets is strong and prevailing quotations are being firmly held. An advance in black shells is likely in the near future owing to the higher prices of sheet bars which are now in effect. The market for galvanized sheets is irregular owing to the spelter situation. The decline in quotations of galvanized sheets in the States has been followed by some makers advancing prices while others have not done so. Quotations locally are steady at the decline announced last week.

**Wrought Iron Pipe.**—Owing to the recent declines in spelter, prices of galvanized pipe have declined. The new prices which are given in the panel are 6 points lower for large sizes and 3 points for small sizes, ¼ and ⅜ in. This decline which follows a similar movement in the States was predicted in these columns. Black pipe is firm and unchanged as the skelp situation hardly warrants lower prices on black material. Prevailing prices are given in the current market quotations.

**Tin Plate.**—The market continues strong and quotations are firm with a higher tendency. The demand for tin plate continues heavy but the output fell off a good deal during the last two or three weeks owing to the hot weather. Prevailing prices are given in the current market quotations.

**Wire Products.**—The market continues strong and quotations unchanged. Export demand continues heavy, but domestic business is light. Reports from the States indicate that higher prices for wire products are looked for in the near future but it is not expected that galvanized materials will advance owing to the declines in spelter; in fact, some buyers are said to be holding off in anticipation of lower prices in galvanized wire products. Prevailing prices are given in the current market quotations.

**Boiler Tubes.**—Prices continue very firm and the situation unchanged. Makers of merchant tubes are much behind on deliveries, as they have all the business they can take care of for the next six to eight months. Prices on lap-

weld tubes are given in the current market quotations.

**Wire Nails Firm.**—There is no change in the situation with regard to wire nails and prices are being well maintained. Export demand for wire nails and rods continues heavy while there is still a scarcity of rod material. Wire nails are quoted at \$3.70 per keg, base and cut nails at \$3.40 per keg base.

#### NEW DISCOUNTS ON AMMUNITION. REMINGTON U.M.C. LIST.

B.B. Caps, \$3.05 per M. net.  
C.B. Caps, \$3.90 per M. net.  
R. F. Cartridges.  
22 S. Blk. or Lesmok, 20%.  
22 S. Smokeless, 30%.  
22 L. Blk. or Lesmok, 20%.  
22 L. Smokeless, 20%.  
22 Extra Long, Blk. or Lesmok, 20%.  
22 Long Rifle, Blk. or Lesmok, 5%.  
22 Long Rifle, Smokeless, 5%.  
All other R.F. Cartridges advance 2½%.  
C. F. Cartridges.  
Pistol and Rifle, advance 53%.  
Military and Sporting, advance 68%.  
Shot Cartridges.

R.F., 12½%.  
C.F., Pistol and Rifle, advance 32%.  
C.F., Military and Sporting, advance 50%.  
U.M.C. Primers, \$3.35 per M. net.  
U.M.C. Military Gun Caps, \$1.55 per M. net.  
U.M.C. Black Edge Wads, 10, \$2.15 net.  
U.M.C. Black Edge Wads, 11, 12, 16, \$2.10 net.  
U.M.C. Black Edge Wads, 12 x ¼, \$2.60 net.  
U.M.C. Smokeless Card Wads, 10, 36c net.  
U.M.C. Smokeless Card Wads, 12, 16, 30c net.  
U.M.C. Greaseproof Card Wads, 10, 60c net.  
U.M.C. Greaseproof Card Wads, 12, 16, 55c net.

#### WINCHESTER LIST.

B.B. Caps, \$3.05 per M. net.  
C.B. Caps, \$3.90 per M. net.  
R. F. Cartridges.  
22 S. Blk. or Lesmok, 12½%.  
22 L. Blk. or Lesmok, 12½%.  
22 L. Rifle, Lesmok, advance 2½%.  
22 S. Lesmok, Spotlite, 22½%.  
22 S. Smokeless, 25%.  
22 L. Smokeless, 12½%.  
22 L. Rifle, Smokeless, advance 2½%.  
22 S. Spotlite, Smokeless, 33 1-3%.  
All other R.F. Cartridges, advance 2½%.  
C. F. Cartridges.  
Pistol Rifle, advance 53%.  
Military, Sporting, advance 68%.  
R.F., 22 S. Blank, \$2.65 per M. net.  
R.F., 32 S. Blank, \$4.85 per M. net.  
C.F., 32 S. & W. Blank, \$9.65 per M. net.  
C.F., 38 S. & W. Blank, \$12.25 per M. net.  
Shot Cartridges.  
R.F., 12½%.  
C.F., Pistol and Rifle, advance 32%.  
C.F., Military and Sporting, advance 50%.  
Primers, \$3.35 per M. net.  
Brass Shells, 15%.  
Win. Blk. Edge Wads, 12 x ¼, \$2.60 M. net.

**Plates Very Firm.**—The market is very firm and the situation getting tighter owing to the prospects of a heavy demand for plates from shipbuilders. Although quotations are unchanged in the meantime it is possible that they will be higher later on in the year. Prevailing prices boiler and tank plates are given in the current market quotations.

**Butts and Hinges.**—Prices are still as

shown in the current market quotations but in all probability there will be an advance in strap, tee and butt hinges in the near future.

**Cordage Market.**—There is no improvement in the sisal situation and sisal rope is very firm at the advance announced last week. The scarcity of sisal has rendered the situation acute and there is no prospect of an immediate improvement. The hemp market is quiet and manufacturers are only buying moderate quantities of Manila. The crops are good in Manila and will be heavier than last year. Jute is firmer and more active in the primary market but locally quotations are unchanged. Prevailing prices of ropes are given in the current market quotations.

**Lead Pipe.**—Although pig lead continues weak there has been no further change in lead pipe. The demand is still light owing to the dullness in the building trade and a further recession in pig lead might result in a readjustment of prices of pipe to a lower basis. Lead pipe is quoted at \$13 and waste pipe at \$14 per 100 lbs. The discount on traps and bends is 10 per cent.

**Shot Guns.**—A further advance has been made in single and double-barrel shot guns which will necessitate jobbers raising prices on these lines approximately 35c to 75c each.

**Cotton Clothes Lines Up.**—An advance has been made in cotton clothes lines which are now quoted as follows: 40 ft., \$1.40; 48 ft., \$1.70; 60 ft., \$2.10; 72 ft., \$2.55 and 100 ft., \$3.50 per dozen.

**Cotton Rope Advance.**—Owing to the increase in cost of cotton, some makers of cotton rope have advanced their prices which are as follows: ½ in., 34½c; 5-32 in., 33½c; 3-16 in., 31c; 1 in. and larger, 30c per pound.

**Advance in Stoves.**—Some makers have made an advance of 5 per cent. on domestic lines such as coal ranges and stoves. Bookings for Fall delivery are satisfactory and indications point to a considerable increase in volume of business over last year. Deliveries will likely be delayed owing to the scarcity of labor and raw materials.

#### LONDON

**L**ONDON, Ont., Aug. 2.—Business here is seasonably good, but being the vacation season, the volume of business has been affected. Merchants are preparing for the fall trade, and are booking orders for that season. Prices continue firm, with few changes of importance to note.

**Linseed Oil Advance.**—An advance of 3c has been made in linseed oil, and the market is stronger. The following prices are now being quoted locally on linseed oil:

	Raw.	Boiled.
1 to 2 bbls. ....	82c	85c
3 to 5 bbls. ....	81c	84c
6 to 9 bbls. ....	80c	83c

**Turpentine.**—Weakness has developed in the market, and prices have dropped



2c per gallon locally. The following prices are being quoted locally for turpentine:—1-bbl. lots, 68c; 2 to 4-bbl. lots, 67c; and 5-gallon lots, 75c per Imperial gallon.

**White Lead.**—Business is rather quiet in white lead, and quotations, although weaker, are unchanged. Pure white lead in oil is being quoted locally at \$13.95 per 100 lbs. in ton lots, and \$14.25 per 100 lbs. in less than ton lots.

**Wire Nails Steady.**—There is no change in the wire nails situation, and quotations are firm. Wire nails are quoted at \$3.70 per keg base and cut nails at \$3.40 per keg base.

**Cotton Rope Higher.**—An advance of 1c per pound has been made in cotton rope, 3/16 in. being now quoted at 29c, and 1/4 in. and larger at 28c per pound. Prices on other lines of rope are given in the current market quotations.

**Glass.**—Quotations are firm, and the following discounts are still in effect:—Single diamond, 30 per cent.; double diamond, 30 per cent.; and cut lights, 50 and 5 per cent.

**Putty.**—Prices, which are firm and unchanged, are as follows:—Standard putty in 100-lb. drums, \$3, and in 25-lb. drums, \$3.10 per 100 pounds. Pure putty is 70c per 100 lbs. higher.

**Meat Choppers.**—The following prices are being quoted on meat choppers:—“Genuine Gem,” No. 20, \$12; No. 22, \$13.80, and No. 24, \$21 per dozen. “Universal,” No. 0, \$12; No. 1, \$13.80; No. 2, \$16.20, and No. 3, \$23.40 per dozen.

**Miscellaneous.**—The following prices and discounts are in effect on the various lines given below:

Steel stove pipe dampers, 6 in., 65c, and 7 in., 80c per dozen.

Cattle chains, 40 and 5 per cent.

Stall fixtures, pressed steel, 81c per dozen.

Harvest tools, 40 per cent.

Poultry netting, 1 in. and 2 in. mesh, 25 per cent.

Painted screen wire, 100 ft. rolls \$2.25, and 50 ft. rolls \$2.30 per sq. ft.

Spades and shovels, 1sts, 40 and 12 1/2 per cent.; 2nds, 40 and 5 per cent.; and 4ths, 30 per cent.

**Butts and Hinges.**—A sharp advance in butts and hinges is looked for in the near future. Prevailing prices are given in the current market quotations.

## WINNIPEG

**W**INNIPEG, Man., Aug. 3.—In spite of the fact that a great many merchants are away on holidays and that staffs in the city are somewhat depleted owing to the same cause, business continues very brisk from outside points, although city trade is comparatively quiet. Building operations are not as brisk as they have been in times gone by, although the erection of the new Eaton building has given employment to a very large number of men.

The excessively hot weather which has prevailed during the past two weeks has influenced the sale of seasonable lines, and there is a good demand for ice cream freezers, refrigerators, lawn

hose and wire screen cloth, etc. Enameled ware and other wares are enjoying a ready sale, but some lines are reported difficult to get.

With regard to prices there are very few changes to note, and the possibilities of any great decline in prices are very limited. There has been another advance in the price of sisal rope and lath yarn owing to the acute situation which now prevails in the sisal market. No further changes have been recorded in prices applying to the various lines of steel products, the market holding very firm with business light.

Following the recent announcement from the ammunition manufacturers of a decided increase in price, later advices are to the effect that all prices have been withdrawn. Resale prices are now being established for Winnipeg and the West on American ammunition, which will approximate 15 per cent. advance. It is quite possible that deliveries of “Dominion” ammunition will shortly be curtailed owing to the fact that recently placed orders will get the preference.

Revisions in the price of all lines of brass goods seem to be going into effect daily, and the tendency continues upwards. This is shown in the new prices being issued on brass butts, brass valves and various lines of threshers’ supplies, which are already being shipped for this year’s harvest.

The new prices now being quoted on lath yarn and sisal rope are 16c and 16 1/2c per lb. respectively.

Another item to show a decided increase in price is nail boxes, new quotations being made at 6 3/4c per lb.

Jobbers advise that revised prices are going into effect on heaters, stoves and ranges. The advances, however, are comparatively light, and the greatest difficulty will be reached when the orders have to be filled. The labor situation in the East, where a great percentage of the manufacturing is done, is very unsettled at present, and, though the manufacturers are making every effort to expedite shipment of orders, there are almost bound to be many disappointments. Orders now on hand for fall shipment are fairly heavy, which would seem to indicate a decided increase over the past two or three years.

The results for the month of July just passed are decidedly encouraging, and the totals for the end of the month will undoubtedly exceed last year’s figures. This is a very desirable state of affairs, and if same continues, jobbers will undoubtedly be taxed to their utmost capacity.

## PRACTICAL SHEET METAL WORK

(Continued from page 38.)

ter than an apology for a humidifier, and further, 90 per cent. of them are allowed to become dry.

Speaking to a householder some time ago about keeping the water pan full, he replied that he had tried both keeping the pan full and allowing it to become dry before he refilled it, and did not find

a great deal of difference. This is a fact, and proves the inadequacy of the common water pan.

In plate 21, several methods are shown by which a greater quantity of moisture may be supplied than usual. Fig. 1 shows a cast iron tray in which a number of fire bricks are placed. A large funnel containing crushed coke is provided, into which water is allowed to drop. A quarter-inch galvanized pipe and a small pin valve and elbow are fitted up as shown; a 1/2-inch pipe is placed about half an inch from the top of the pan to act as an overflow pipe, and by watching this overflow the pin valve above may be adjusted.

Fig. 2 shows a pan which should be about three times the size of a usual one, into which is placed a large fireclay slab, at least two-thirds of which should be projecting up out of the water. This fireclay slab is simply to increase the vaporizing of the water, thus increasing the humidity.

Fig. 3 is an appliance made up of two water pans—one deep and narrow, with a big surface exposed to the interior of the furnace; the other pan or tank is fitted with a two-ball automatic valve; the water is allowed to lower about half way down the tank before the valve operates; it then fills up both tanks. The common method with the single ball cock valve has proved a failure because the slow evaporating of the water simply caused a steady flow, thus operating in a similar manner as would a leaking ball cock; then the seat became pitted and would not turn off.

Fig. 4 shows a large ring pan suspended all round the inside of the furnace casing. The water is furnished by a dropping or pin valve. Quarter-inch pipe is used, with a 1/2-inch overflow. The dropping is regulated according to the amount of water being evaporated, which can be seen by the amount of overflow.

(Continued in next issue.)



## TOY FAIR AT TORONTO EXHIBITION.

The directors of the Canadian National Exhibition were so favourably impressed with the first Canadian Toy Fair that they asked the Minister of Trade and Commerce to arrange for a repetition of it at the Canadian National Exhibition, opening in Toronto on the 26th of August, 1916. The Toy Association responded heartily to an invitation from Sir George Foster, thus ensuring the success of the second Canadian Toy Fair. In addition to those who exhibited at the first Toy Fair a number of other Canadian toy manufacturers will be represented at the Canadian National Exhibition.



# Readjustments in Steel May Be Violent

*Heavy Demand on Steel for Munitions and Abnormal Production May Cause Big Slump When These Are Shut Off—Big Advances All During Past Year*

There has been no industry more directly or more broadly affected by the war and war needs than that of iron and steel. This applies not only to the production of the basic materials, but to the many varied lines of more or less highly manufactured goods. The main factor in the situation has, of course, been the demand for the metal for the making of munitions, which, accompanied by increasing wages and the necessity for enlarged plants, has resulted in enhanced values all along the line. At the same time, in America there has been a new demand created for many lines, which were formerly secured from England or from Europe, with the result that the shortage of the supply of the metal and the high prices have proven a handicap in many manufacturing lines. Many difficult problems have been overcome, but, while the present situation is steadier than for some time past, the future is still very uncertain. The advancing movement, which was believed to have reached the top some time ago, now shows some indication of going higher under the influence of further war orders, and even though this may not eventuate, there is a tendency to defer further into the future the period of inevitable readjustment.

An attitude of watchful waiting pervades the industry both here and in the United States, where that feeling naturally has its inception. Manufacturers of steel products are very cautious about anticipating their own wants owing to the possibility of a declining market so affecting their customers as to cause cancellation of orders, so that a lack of confidence is a part of the situation. On the other hand, a larger export tonnage and increased inquiries from abroad are placing steel works in a stronger position in so far as this year's business is concerned. Domestic inquiry, however, having anticipated its requirements for the remainder of this year, is inactive. Thus interest centres on the first quarter of 1917, by which time, if export trade maintains itself, domestic wants may be expected to considerably alter the situation.

## Many Investors Interested

The steel industry is one which Canadian investors probably follow more closely than any other. Not only are there such concerns as the Nova Scotia Steel & Coal Company, the Steel Company of Canada, the Dominion Steel Corporation and the Lake Superior Corporation, which are interested in turning out steel and steel products, but

there are hundreds of other concerns which depend upon the metal for their basic raw material. All are deeply interested in the future of the market. They are concerned not only with the cost of the raw material, but with the prospects of securing something like a permanent footing in export markets, which are being thrown open to them through the cutting off of European supplies. To what extent Canada will reap the benefit of this new export business is problematical, but the continuation of the war and the consolidation of the business interests of the Allies give increasing assurance that there will be some concerted movement on the part of the Allies to keep their trade to themselves and to each other after the end of the war.

## Advances All in Past Year

An interesting feature of the war development in the iron and steel market is that the advance did not commence until more than a year after the outbreak of the conflict. In fact, the first effect was to drive prices down rather than to raise them. The explanation is that for months after the war commenced ordinary domestic demand in Canada and the United States was practically paralyzed by the discontinuance of construction programmes in general. Other metals were affected—tin, copper, spelter and lead, not to mention aluminium and antimony, scored new records for price and for production, while iron and steel were practically neglected. It was only when the demand for steel for the manufacture of shells and for other munitions became such as to take the consumption up to above normal, and a measure of revival of domestic prosperity brought a returning demand at home, that the full significance of the situation was borne upon the shell manufacturer and the ordinary consumer, with the result that the threat of a famine caused frantic buying and rapid advances in price.

The demand for steel went to new high records and prices advanced with the movement until, with bookings about a year in advance of the rapidly increasing production, the big producers finally got to a position where their actual output approached the actual demand, and it became evident that the top of the movement was at hand. This occurred just a short time ago. At present it cannot be said that there is any real improvement in the situation except that conditions are somewhat more settled, although buying interest is again being

renewed. Last week developed sales of 100,000 tons of shell steel and 50,000 tons of 6 to 12-inch beams to France on a basis of an 8,000 tons a month delivery.

## New Buying Movement.

Two sub-factors of the market at present are an indication of a shortage of ingot steel and the development of another buying movement in shells and shell steel both on foreign and domestic account. The present willingness of munition manufacturers to accept delivery of steel well on in 1917 offers a striking illustration of the former conditions.

The United States has entered the market for 1,000,000 shells for the navy, but the demand for shell steel rather than for shells is expected to be the chief factor in the new state of affairs. It is estimated that Britain is now turning out sixteen times as many shells as a year ago, and munition contracts in the United States for the remainder of the year are only expected to be 15 per cent. of what they were a year ago. On the other hand, demand for shell billets and bars will be proportionately greater. The United States Steel Corporation has taken contracts totalling 150,000 tons, and independents have benefited in proportion, and France has entered the market again with a fresh inquiry for 100,000 tons.

## The Immediate Future.

With the prospect then of operations continuing for some months at the present or greater capacity, it does not appear likely that there will be any marked reduction in the market prices, especially as the bookings referred to were for orders, many of which were placed near or at the top of the movement. At the same time, there is always a tendency in big business to discount the future, and, as there can be no doubt that prices must eventually be readjusted to lower levels, it may quite possibly be that this readjustment will commence before reductions are actually warranted. However, the war continuing, and with it the demand for steel for shells and other munitions, it may be expected that the very profitable conditions in the steel industry will continue for a reasonable time, unless the European situation shows some remarkable and unlooked-for development in the near future.

The accompanying table will give some idea of the developments in the situation in Canada within the past two years. It will be noted that these prices,

(Continued on page 50.)



# WEEKLY PAINT DEPARTMENT

## Preparing the Painting Surface

*Some Things the Salesman Should Know—New Houses Should be Shellaced  
—Moisture an Enemy of Paint*

THE "proper preparation of the painting surface" is a subject that has been taken up on many occasions in Hardware & Metal. The subject, however, is one that should be constantly kept to the front. Good paint is very often unjustly condemned, as a result of having been applied to an improperly prepared surface. With the approach of the fall painting season, hardware clerks will be asked many questions regarding the preparation of surfaces. Many hardware clerks have enlisted, and their places have been taken by younger and less experienced clerks. To the latter, any information bearing on the uses of paint should prove instructive and interesting.

With a great many paint users paint is paint and that is all there is to it. They never stop to consider that different paints are made for different purposes or that, unlike a great many patent medicines, the same thing is not good for all ills.

Speaking from the standpoint of outside painting, there are a number of factors affecting results in painting with oil paints. Among them are:—

Location and design of the structure; quality of the paint and its temperature; workmanship of the painter; number of coats applied and their sequence; time allowed to elapse between coats; atmospheric conditions when the painting is done.

With so many conditions with which to contend the manufacturer must have the co-operation of the dealer in order was no good so I gave my customer answer may be obtained.

### Should Question Customer.

If the salesman would question the prospective paint user occasionally he would find a number of conditions which should be taken into consideration in selling his customer a bill of paint, and by learning more about the paint business himself he would be in a better position to advise his customers and have less cause to write to his manufacturer and say, "This can of paint

was no good so I gave my customer another."

In dealing with the first question, "Location and design of the structure," it is of some importance that a house standing alone in the country must necessarily have different treatment than a house in the city protected on both sides by other houses and where the severe exposure is either front or back. It is not reasonable to suppose if two coats are sufficient to give the city house a fine and lasting job, that the same number of coats will be sufficient for the house standing alone in the country, where the elements attack on four sides all the year around. It is not reasonable to suppose that the surface of the country house will be in the same condition as that of the city house, which is protected, and therefore considerable thought should be given to the surface and the preparation of it for painting.

### New House Should Be Shellaced

On a new house all the coats should be shellacked. There is a difference of opinion as to when shellacking should be done. In olden times all shellacking was done before the primer was put on. While the daubing of a knot on the side of a house seems to be a simple operation, it has been considered too simple in the past and disastrous results have been obtained on many otherwise good paint jobs on account of not giving more consideration to the shellacking of knots and pitchy places. It is not wise to follow the custom of daubing a knot and then painting right over it. Give the shellac time to dry and the results, as shown in the picture, will not accrue from careless workmanship. Shellac should be applied smoothly and not daubed on.

Of all surfaces that paint is designed for, lumber offers the greatest number of unknown quantities, owing to its variety in kind and condition. The main constituent of wood is ligno-cellulose; it also contains water, extractives and mineral matter. The extractives and the water are both repellent of paint. The problem involves more than two un-

known quantities and it can be solved only by an orientation of all the factors involved and then undertaking to control them.

Much yellow pine is used in some districts for building purposes and it has been found that the best way to get it in a receptive condition for painting is to let it weather for several months in order to harden the sap and eliminate the excess of water—then clean and paint.

### Wood Has a Thirst.

There are many different kinds of wood—some of them trouble makers when it comes to painting—and it is well for the dealer to inquire what kind of wood is used for siding on a new house, and if anything out of the ordinary he should write to his manufacturer and get advice regarding the best method of finishing that particular wood.

Of late years spruce has come into prominence for siding, and lumber people, without any regard for finishing, recommended very highly its use. The result was that thousands of houses, finished with this lumber when it was first introduced, failed and the paint was blamed, whereas it was not the fault of the paint at all but it was the fault of the surface.

The problem was placed before the paint manufacturers and they have very easily remedied the defect by making a different recommendation for the application of their products on this particular surface. The more porous and spongy the wood, the more paint and primer it requires. There are soft spongy places in all lumber, and when many of these appear they should have an extra dose of primer in order to satisfy their thirst. The soft spots in all woods are thirsty and you must satisfy this thirst before good results in finishing can be obtained.

### Effects of Different Exposures.

In view of the fact that paint fails on the sunny sides and on the top sides of a structure much more rapidly than it does upon those that are shaded, and that it fails more rapidly on the top sides exposed to rainfall and sunshine than it does on the sheltered portions, it seems as though the sore and naked places require one coat more than the healthy parts.



Paint is one of those things that put you to the test.



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You will positively protect yourself, gain utmost confidence and immense business by selling

## Jamieson's Pure Prepared Paints

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**Benjamin Moore & Company**  
LIMITED

WEST TORONTO



# Knock-Down Houses for France

*Department of Trade and Commerce Has Interested Lumber Mills and Others in Submitting Samples Suitable for Quick Building in Devastated Areas—Much Builders' Hardware Will Probably be Needed*

If plans now under way mature, there will be large quantities of builders' hardware required for the construction of knock-down portable houses for use in the devastated areas of France and Belgium and other sections of the war-ridden districts of Europe. The Department of Trade and Commerce at Ottawa has had under way for some time the devising of plans and specifications for such a type of building that could readily be erected by those who will have to rebuild the wasted territory. It was the idea of the Department of Trade and Commerce to have the lumber men and mill men construct fifty houses that would be shipped to France and Belgium free of charge in order to demonstrate that the idea is feasible. A firm of Toronto architects have had the work in hand of drawing plans and submitting the specifications to the various lumber men who are interested. Blueprints were prepared and a number of the saw-mills in different parts of the country took up the project. Among these lumber companies are the Pembroke Lumber Company of Pembroke, Ont.; the Colonial Lumber Company of Pembroke, Ont.; the McLaughlin Lumber Company of Arnprior, Ont.; the Fraser Lumber Company of Campbelltown, N.B., and others. It was thought that the mills were the best fitted to handle such a proposition, as many of them have planing mills as part of their plant. The lumber dealers for this reason did not undertake the project.

Some construction companies have already been in touch with the situation, and have submitted samples of complete houses, which are now on exhibit in the Tuileries Garden in Paris. The Sovereign Construction Company of Toronto is one of the concerns that prepared plans and designed buildings that would be particularly adapted to the needs in France and Belgium. "These plans and specifications were prepared at the solicitation of the Societe de l'Amerique Francaise," stated A. A. Smith, manager of the Sovereign Construction Company to a Hardware and Metal representative. "It is a particular kind of building that will be required. Two that we have already built as samples for this society are now on exhibit in Paris, but as yet definite steps have not been taken by the society to have the houses made in quantities. The houses are to be of the knock-down variety, and will range in price from \$50 up to \$1,000 and over.

"There is a problem to be solved in

the construction of these houses so that they can be readily put together by the women and children who will be left in those areas. They must be of simple construction and of such a type that it will be impossible for them to go wrong in the erection. The cheaper houses that would be made to sell for \$50 would have an inexpensive class of hardware. The samples that we submitted had a barn door latch in place of a door set, plain steel butt hinges and cellar window bolts. The idea of the society back of the scheme was to secure the largest amount of shelter for the least amount of money.

"These houses will be required in great numbers to rebuild the devastated areas. There will be plenty of business for all Canadian manufacturers if the right type of building can be devised. One of the difficulties the Government will have to meet is the co-ordination of the various operations if they intend to undertake the supervision of the construction of these houses. The lumber

will have to be dressed and matched, doors and windows assembled ready to be put together, hardware put on, and the whole house assembled. There will be very inexperienced help in Europe that will for the most part have to put these houses together. It will be impossible to get carpenters in sufficient numbers. The only way the people will be able to find shelter will be to have some sort of ready-made house they can put together themselves. At the present time it is a question of having the French authorities select the type of building that will fill the requirements of the people."

As soon as a definite plan is decided upon there will possibly be large numbers of these buildings constructed in Canada. The lumber mills and the Department of Trade and Commerce are putting forth efforts to meet the needs. As soon as the plans are decided upon and the idea is found practicable there should be large quantities of builders' hardware required.

## READJUSTMENT IN STEEL

(Continued from page 47.)

based on wholesale quotations at Montreal, are for August, 1914, when the war broke out, August, 1915, a year later, at which time most quotations were slightly lower, and August, 1916, when the majority are at the top. Some of the quotations given did show an increase in August, 1915, as compared with the previous year, but these were due to increased cost of manufacture or other materials rather than to any change in the iron or steel market. In the different items of iron and steel it will be seen that on practically all items there was a reduction during that first year.

	August, 1916.	August, 1915.	August, 1914.
<b>IRON AND STEEL—</b>			
Common bar iron ...	\$ 3.00	\$2.00	\$2.05
Refined iron .....	3.50	2.30	2.40
Horseshoe iron .....	3.45	2.40	2.40
Mild steel .....	3.30	2.10	2.25
Sleighshoe steel ....	3.30	2.10	2.25
Reeled machy. steel...	4.50	2.75	2.75
Tire steel .....	3.50	2.25	2.35
Toe calk steel .....	4.20	2.75	3.10
High speed steel ....	3.00	0.65	0.65.
<b>WIRE PRODUCTS—</b>			
Wire nails .....	3.75	2.40	2.25
Staples, galv. ....	4.80	3.60	3.50
Staples, bright .....	3.95	2.60	2.60
Wire, smooth steel,			
No. 0-9 .....	4.25	2.30	2.30
Barb wire .....	4.50	3.15	2.35
Wire, No. 9 coil spr'g	4.75	3.10	2.25
Wire, No. 9, plain gal.	4.50	3.05	2.15
Hay wire, No. 13 ...	4.05	2.60	2.35
<b>SHEETS AND PIPES—</b>			
Sheets, black, 28 ga.	4.10	3.00	2.70
Sheets, black, 12 ga.	4.70	3.00	2.75
Sheets, galv., 28 ga.	7.75	6.50	4.35

Sheets, galv., 20 ga..	7.15	5.40	3.95
Pipe, black, 1 inch...	6.97	4.59	4.33
Pipe, galv., 1 inch...	11.31	8.10	6.00
Lead pipe .....	13.00	9.50	7.50
<b>METAL SHEETS—</b>			
Brass sheets .....	0.60	0.40	0.26
Copper sheets .....	0.46½	0.29	0.29½
Lead sheets .....	0.12	0.09½	0.07½

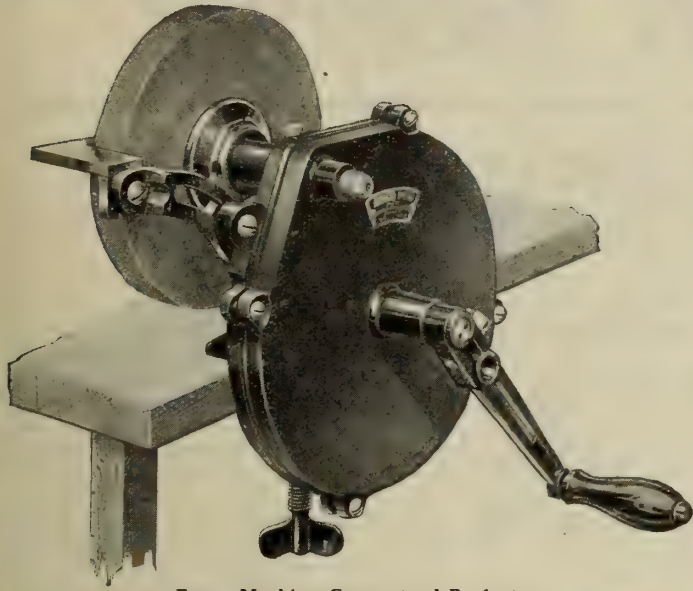
## Eventual Readjustments.

The outlook in the steel situation, therefore, as The Post views it, is for a reasonable period of continuation of the present prosperous condition, but for a process of readjustment eventually, which may quite possibly be of a very violent character. On the one hand, there is the heavy demand for munition purposes, which promises to last for months, and on the other, there is the abnormal production which is far above ordinary needs.

In Canada, in addition to the orders already placed, there is a favorable feature, that is a quite evident tendency on the part of the British War Office to increase the business placed in this country at the expense of the United States. Therefore, it may be reasonably expected that so long as the war lasts, and no doubt for a considerable period after, the industries in Canada will feel all the present benefits of the war demands. At the same time, if there is an adjustment to lower levels in the United States, it may be expected that there will be a like change in Canadian prices; this would follow as the natural effect of the competitive relationship of the two markets.



## Immediate Deliveries on American Self-Oiling Grinders



Every Machine Guaranteed Perfect

**TOOL GRINDERS SICKLE GRINDERS POWER GRINDERS**

Excellence in workmanship, material and finish. Order from your jobber. Insist on American Self-Oiling Grinders with Malleable Clamps. They sell best and give full measure of satisfaction. If he does not handle, write direct to Factory or

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta.  
EASTERN CANADA AGENTS: John M. Graham & Co., 113 Chambers Street, New York City

**American Grinder Mfg. Co., Milwaukee, Wis.**



"JUST as I told you—the right cement floor finisher would make our concrete floors wearproof, waterproof and oilproof. Now you see why I specified

**R. I. W. CEMENT FILLER & CEMENT FLOOR PAINT**  
REMEMBER ITS WATERPROOF  
REG. U.S. PAT. OFF. PATENTED AS TO PORTLAND CEMENT FEB. 27, 1906

R. I. W. Cement Filler and Cement Floor Paint seal the sandy, porous surface of concrete and cement floors and in this way stop the constant sanding, water infiltration and the soaking up of oil. And it is so easy to apply—anybody can do it perfectly. Twelve standard decorative colors. A two-coat proposition that resists wear longer than anything else we have ever seen. Don't let "cement dust" fly as the floor scuffs off or sands. Stop it immediately with an application of these wonderful preservatives, and save your machinery and stock. Write for illustrated Booklet from Dept. 50.

**R. I. W. DAMP-RESISTING PAINT CO.  
TOCH BROTHERS**

Gerrard St. and Carlaw Ave.  
TORONTO, ONTARIO, CANADA



**T**HIS is one of our great storage tank rooms where our varnishes are aged before shipping.

All dealers know that, next to quality, uniformity is one of the leading essentials demanded by the varnish buyer.

All products offered under the same name and bearing Berry Brothers' label are always identical in every particular, no matter how long between purchases.

Body drying, working qualities, durability and every other feature are fixed facts and not uncertain quantities.

Our accurate methods of manufacture and exceptionally large storage capacity enable us to insure these qualifications.

All our finishes are easy to sell, because of their earned record for complete dependability.

We make an especially adapted varnish or enamel for every known use.

Write for our price list and dealer's proposition.

**BERRY BROTHERS**  
(INCORPORATED)  
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, Aug. 3.—There is no change in the general paint situation other than the report from some manufacturing quarters of a slight tendency toward improvement in the amount of business passing. In the associated lines, however, there has been noted a further confirmation of the developments reported last week. The chief of these is the 2c to 3c advance in oil and turpentine which, although it has not yet reached the trade in general is having a firming influence on all transactions and greatly narrowing the range of quoted prices. Large oil and gasoline producers report a 15 to 20 per cent. increase over last year's business. Of lesser importance is the additional weakness noted in the lead market as this has not yet resulted in any direct change in white lead prices. Other lines remain unchanged in their ruling features.

Paint manufacturers are now beginning to prepare for the usual Fall trade which in view of the light spring business, owing to the excessive rains at that time, is expected to show an increase. Travellers are still largely off the road and general hardware business, particularly in country parts shows a correspondingly light volume of trade but the aggregate of business passing is none the less satisfactory. This condition is in direct contradiction to the condition existing in general hardware lines which report the greatest activity from country points. The paint business on the other hand is benefiting largely from an active manufacturing demand, particularly from shell manufacturers.

**Linseed Oil Firmer.**—Linseed Oil has advanced from 2c to 3c per gallon, although the range of quoted prices has narrowed upward to this extent rather than advanced throughout. The undertone of this market is strong and the quoted prices do not accurately represent the state of the market which incline to a further upward movement. A heavy manufacturing demand in conjunction with unfavorable reports as to acreage under cultivation appears to form the basis of this development. The top price of last week continues to rule for this week's quotations which are as follows:—

	Raw	Boiled
1 to 2 bbls. ....	78c-83c	81c-86c
3 to 5 bbls. ....	77c-82c	80c-85c
6 to 9 bbls. ....	76c-81c	79c-84c

**White Lead.**—Prices remain unchanged but the tone of the market continues to develop weakness in sympathy with the pig lead situation in the States

where the metal has made a further decline. In view of the uncertain situation existing there is little business passing as buyers anticipate declines and are holding off. In the meantime there is a tendency in all quarters to await further developments. For less than ton lots \$14.10 per cwt. continues to be the ruling price.

**Turpentine.**—There has been a further strengthening of the turpentine market following that of last week and 68c represents the bottom figure at which stocks are offered to the trade to-day, while 70c continues to be the top and ruling price. This line shares with oil the benefit of an accelerated demand on the part of manufacturing interests.

**Paris Green.**—Prices remain unchanged as per current quotations and the market in general is without any new features of interest. The scarcity of supplies continues to be the chief factor in the present situation and the local market is authoritatively stated to have been practically cleaned out. Demand continues good locally but has not yet reached its highest at Maritime points.

**Gasoline.**—Prices remain unchanged at 33c per gal. in barrels and other prices in proportion. Demand continues to be fair although effected to some extent by curtailment on part of owners of pleasure vehicles. Consumption on the whole, however, is said to be considerably in excess of last year in spite of the adverse effect of the high prices ruling.

## TORONTO

**T**ORONTO, Ont., Aug. 3.—A sharp advance in linseed oil is the most important feature in the paint market this week. This advance follows higher prices on flax seed, which is considerably stronger. Turpentine, although firm, is a shade lower, due largely to lack of demand. Prices of other lines are more or less firm, with the exception of white lead, which is inclined to weakness. Business in the paint trade is seasonably quiet, and the warm weather, although fine and dry, has not materially improved the situation. The shortage of painters and comparative dullness in the building trade is affecting the painting business.

**Linseed Oil Advance.**—The market has developed considerable strength, and prices of linseed oil have advanced sharply. The flax seed situation has improved materially, and quotations are considerably higher than last week. Prices of oil have advanced twice during the week and the highest quotation is now 90c for raw and 93c for boiled oil,

representing an advance of 11c for the total movement. Lower prices are however being quoted in some quarters, and the following range represents the situation:

	Raw.	Boiled.
1 to 2 bbls. ....	80c-90c	83c-93c
3 to 5 bbls. ....	79c-89c	82c-92c
6 to 9 bbls. ....	78c-88c	81c-91c

**Turpentine Lower.**—The market, although lower, is not materially weaker, the decline being due principally to lack of demand. Prices declined 2c early in the week, but recovered 1c, making a net decline of 1c from last week's level. Present quotations are firm, and if any demand developed would go higher. Reports from the South indicate that the market there is likely to remain firm for some considerable time owing to the curtailment of production in some districts, which have suffered from heavy rains. The increase in cost of materials for making barrels and higher operating expenses will also tend to stiffen prices. Resins are, of course, affected by the same conditions, and prices of all grades are firm. The following prices are being quoted locally for turpentine:—1-barrel lots, 69c; 2 to 4-barrel lots, 67c; and 5-gallon lots, 77c per Imperial gallon.

**Gasoline.**—A break in the price of Pennsylvania crude has unsettled the petroleum market, as it will possibly affect the refined situation. Notwithstanding the big demand, both export and domestic, in the States, there is some possibility of a decline in gasoline, which might be followed by lower prices in Canada, although there has been no change in Canadian crude. Gasoline is quoted locally at 32c and benzine at 31½c per gallon.

**White Lead.**—The market is easier on account of the weakness in pig lead, but quotations on white lead in oil are unchanged. White lead is quoted at \$13.95 per 100 lbs. in ton lots, and \$14.25 in less than ton lots.

**Glass.**—Makers in the States have made an advance of 100 per cent. on plate glass. The announcement was made following the explosion, which did enormous damage in New York and district, but the advance, although unexpected, is not supposed to have been as a result of the explosion.

**Putty.**—The market continues very firm and unchanged, with no improvement in the whitening situation. The following prices are being quoted for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks .....	\$2.80
Bulk, in 100-lb. drum .....	3.00
Bulk, in 25-lb. drums .....	3.10
Bladders, in barrels .....	3.40
Pure putty, 70c per 100 lbs. advance.	



# Suppose We Left the Label Off—

If the label were left off a can of B-H Paint or Varnish, the quality of the paint inside wouldn't be changed. But its commercial value to the retail merchant would be seriously reduced.

It wouldn't be as easy to sell. No buyer would ask for it. Few customers would be willing to accept it—because they'd have no faith in its quality.

## B-H Paints and Varnishes are easy to sell

because their high quality has been maintained through so many years: and has been advertised in so many ways, that it is now freely recognized by both trade and public.

When you say to a customer, "It's made by Brandram-Henderson," you don't have to say anything more about quality. You don't have to haggle about price. Your customer knows he's getting his full money's worth—and that's all a reasonable man wants.

A Brandram-Henderson agency is a genuine asset to a progressive merchant. If we are not represented in your locality, write for particulars.

**BRANDRAM-HENDERSON** LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 51  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, advance 2½%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½%; Arrow, 20%. Ball caps, B.B. Caps, \$3.05 per M. net; C. B. Caps, \$2.90 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net. Above prices withdrawn. New prices to be issued shortly.

"Dominion" B.B. Caps, \$3 per M. net; C. B. Caps, \$2.60 per M. net; 22 short, black, 20%; 22 short smokeless, 30%; 22 long, black, 20%; 22 long smokeless, 20%; 22 long rifle, black, 7½%; 22 long, rifle, smokeless, 7½%; other R.F. ball, 10%; R.F. shot, 10%; centre fire pistol, list plus 55%; C.F. sporting, list plus 60%; shot cartridges, same as ball; empty shot shells, 5%; blanks, add 25%; bullets, 40%; Primers, \$2.70 per M. net; brass shot shells, 20%; "Winchester" B.B. Caps, \$3.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, 2½% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 53%; Military and Sporting advance 68%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—Sin., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iand made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 25  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25  
Double bit ..... 11 00  
Hunters' Axes ..... 5 50  
"Boy's" Axes ..... 6 25  
Bench Axes, Samson No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60¢ lb. Thomas Robertson & Co., Ltd. — No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60¢ pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

## BENZINE

Montreal Toronto Single bbls., gal. ... 0 32½ 0 31½  
Drums, gal. .... 0 29½ 0 28

## BOLTS AND NUTS

Carriage Bolts (\$1), list, % in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%. Machine Bolts, % in. dia. and smaller, 40%. Machine Bolts, 7-16 in. dia. and larger, 30%. Sleigh Shoe Bolts, % in. dia. and smaller, 30%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%. Coach and Lag Screws, 50%. Skein Bolts, 45%. Square Head Blank Bolts, 30%. Bolt Ends, 30%. Plow Bolts, 20%. Elevator Bolts, 30%. Fancy Head Bolts, 25%. Shaft Bolts (\$3 list), 25%. Step Bolts, large head (\$3) list, 25%. Whiffletree Bolts, 25%. Nuts, square, 2c off list. Nuts, hexagon, 2c off list. Stove Rods, per lb., 8c. Stove Bolts, 62½%. Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb. 0 09½  
Per lb. Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60  
Rods, base ½ to 1 in. round 0 55

Tubing, seamless base ..... 0 55  
Tubing, iron pipe size, 1 in. base ..... 0 50  
Copper tubing same as brass.

## BARBS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40

Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%. Paper lined, 60%.

## BOARDS (Wash)

	Tin	Plate	Zinc
	Per doz.	Per doz.	Per doz.
Pony	..... \$	..... \$	..... \$
Crown	..... 3 75	..... 3 75	..... 3 75
Dandy	..... 3 75	..... 3 75	..... 3 75
Improved Globe	..... 2 65	..... 3 85	..... 2 65
Standard Globe	..... 2 75	..... 2 95	..... 2 75
Neptune	..... 2 75	..... 3 95	..... 2 75
Original Globe	..... 3 00	..... 4 25	..... 3 00
Newmarket King	..... 4 25	..... 4 25	..... 4 25
Victor (Glass)	..... 4 25	..... 4 25	..... 4 25
Jubilee	..... 4 25	..... 4 25	..... 4 25
Diamond King (Glass)	..... 4 50	..... 4 50	..... 4 50
Western King (Enamel)	..... 4 25	..... 4 25	..... 4 25
Reaver, brass	..... 6 00	..... 6 00	..... 6 00
Wood, double faced	..... 1 25	..... 1 25	..... 1 25
Subject to small discounts for quantities.			

## BRUSHES

Weighted, 15 lbs., per doz. .... 16 13  
Weighted, 20 lbs., per doz. .... 18 50  
Weighted, 25 lbs., per doz. .... 22 32

## BUTTS

No. 804, 50, 12½%; No. 840, 50, 5%; No. 800, 40%; No. 838, 45%; No. 802, 50%; No. 808, 45%; No. 810 and 814, 35%.

## CANS

Milk factory cans, 15%. Cream cans, 20%. Railway cans, 20, 5%. Food delivery and creamery cans, 20%. Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, plus 10%. Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots ..... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto. 1 50 1 50  
White Bros. English. 2 00 2 05  
"Lafarge" cement, in wood 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00 28 00  
Fire brick, English. 17 00 21 00  
Fire brick, Mm., low 23 00 25 00  
Fire clay, 2½-lb. tins, doz. 1 25

## CEMENT (FURNACE)

1½ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04  
CEMENT, ROOFING Per gal.  
Roofing cement (in bbls.) ..... 0 20  
Cement (in 5 and 10 gals.) ..... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross. .... 0 65 0 80  
Carpenters' lead pencils, per gross ..... 2 40 6 75  
Crayons, per gross ..... 0 20  
Carpenter, white, gr. .... 0 65  
Carpenter, blue, gr. .... 0 80  
Carpenter, red, gr. .... 0 80

## CHISELS

Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50  
Common cold, ¼, \$1.35; ¾, \$2; 1, \$2.75; 1½, \$3; 2, \$4.

Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.80; ¾, \$6.70; ¾, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB 2-16 in., \$11.45; ¼ in., \$8.15; 5-16 in., \$6.65; ¾ in., \$5.60; 7-16 in., \$5.60; ¾ in., \$5.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$13.50 per 100 lbs.

Steel Jack, 15% net.

Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston, and Montreal, 35%.

## CHOPPERS, FOOD

Universal No. 0 ..... \$12.25 doz.  
1 ..... 14.70 doz.  
2 ..... 17.15 doz.  
3 ..... 25.50 doz.

## COPPER

Montreal Toronto Casting ingot, see weekly report  
Bars, ½ to 2 in. .... 46 50 46 00  
Plain sheets, 14 oz. .... 14x28 in., 14x60 in. 45 00 45 00  
Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00  
Copper sheet, planished, 14x60 base. 57 00 57 00  
Braziers' in sheets, 6x4 base ..... 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Montreal Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

## Galvanized

Apollo Crown Gorbals  
18x24x52 ..... 6 25 6 25 6 50  
60 ..... 6 50 6 50 6 75  
20x28x47 ..... 6 75 6 75 7 00  
20x28x94 ..... 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box  
IX, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25  
Raven and Murex Grades—  
IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00  
"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade—  
I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

## COKES, BRIGHT

Bessemer Steel—  
10x14x20 base ..... 6 50  
20x28 double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

## CROWBARS, 4 to 4½c per lb.

## DRILLS

Bit Stock Drills, 50%. Wood Drills, 20%. Straight Shank Drills, 45%.



MADE IN CANADA


**3** SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE

**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

## RAMSAYS BULLDOG BRUSHES

Trade



Mark

For over a half a century the name of "Ramsay" has stood pre-eminent among the trade, Dominion-wide, in producing the highest quality of Paints, Oils, Stains, Varnishes, etc., etc.—and to-day we have made another distinct step forward in serving the interests of both the dealer in Brushes and the users of them.

### BULLDOG BRAND BRUSHES

—are made in Canada by skilled Canadian labor; using the most modern methods, attractively finished, and in variety sufficiently broad to cover all requirements, from the cheaper lines for household trade to the highest possible grades, as used by the skilled mechanic.

Our Trade-Marked line of BULLDOG Brand Brushes is well known to Canadians and an exceptionally profitable line for the retailer to sell

Write for our Catalog and Price List on BULLDOG Brand Brushes.

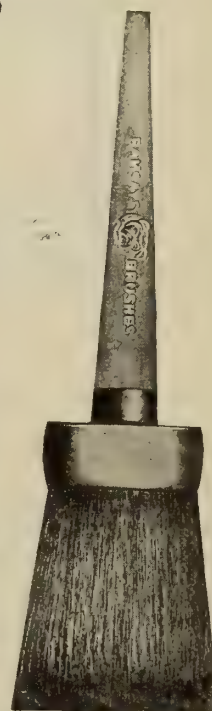
**A. RAMSAY & SON COMPANY**

Manufacturers of High-Grade Paints, Etc., to Canadians Since 1842

Toronto

MONTREAL

Vancouver



If interested, tear out this page and keep with letters to be answered.



**"DOMINION CROWN BEST" —****DOUBLE-COATED TISSUE.**

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base 9 50	9 50	
<b>FILES AND RASPS.</b> Per cent.		
Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand.....	60	10
McClellan Globe.....	65	10
Black Diamond.....	55	
Jelta Files.....	60	10
Nicholson.....	55	
Globe.....	65	10
Vulcan Brand.....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.**

Hollow and pressed steel...	Doz.	0 75
Solid.....		1 20
Special Stall Fixture, 40%.		

**FRAMED MIRRORS.**

Size glass, 4 x 6.....	Doz.	1 00
Size glass, 5 x 7.....		1 25
Size glass, 6 x 9.....		1 60
Size glass, 7 x 9.....		1 75
Size glass, 8 x 10.....		2 00
Size glass, 9 x 12.....		2 60
Size glass, 10 x 14.....		3 10
Size glass, 10 x 17.....		3 75

**GASOLINE.**

Barrels.....	Montreal.	0 53
Drums.....		0 30
Tank wagon.....		0 29½

Any quantity, in bbls.....	Toronto	32
Drums, 40-gal., per gal.....		28½
Tank wagon.....		28½

**GRINDSTONES**

Over 40 lbs. and 2 in. thick	Per 100 lbs.	1 45
Smaller sizes.....		1 25
Mounted No. 115, each.....		3 75
Bi-Treadle, each.....		4 25

**HALTERS (SNAP AND RING)**

Russet rope shank, 1 in.	Doz.	\$ 7 75
Russet rope shank, 1¼ in.		9 25
Black rope shank, 1 in.		8 00
Black rope shank, 1¼ in.		9 40
Hand sewn, no shank, 1 in.		11 50
Hand sewn, no shank, 1¼ in.		13 00
Hand sewn, with shank, 1 in.		14 75
Hand sewn, with shank, 1¼ in.		16 25

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18;		5½-in., \$21.
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**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt.	10 00
Masons, 5 lbs. and over, per cwt.	12 00
Napping, up to 2 lbs.	0 13½

**HANDLES (WOOD)**

Axe, No. 3 culls, doz.	Net	0 84
Axe, No. 1 hickory, doz.		2 14
Axe, 2nd growth, doz.		3 00
Extra quality, 40 per cent.		
All second growth - hickory handles, 40%.		

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special, zenith.....		9 00
Atlas, steel covered..	\$5 25	6 60
Perfect, No. 1.....		8 50
Perfect, No. 1½.....		9 50
Perfect, No. 2.....		10 00
New Milo, flexible, doz.....		6 50
Steel King Hangers, doz. sets.....		6 40
Storm King and safety hangers, doz.....		6 50
Storm King rail.....		4 70
Crown.....		4 85
Crescent.....		7 25
Sovereign.....		6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		
Steel track, 1 x 3-16 in. (100 ft.).....	\$3 25	
Steel track, 1¼ in.....		5 75

**HATCHETS.**

Samson	Samson
Per doz.	Shingle
No. 1.....	7 20
No. 2.....	7 80

**HINGES, TEE AND STRAP**

	Net Prices.	
Heavy Strap		Tee
4-inch.....	\$1 48	\$1 24
5-inch.....	1 79	1 55
6-inch.....	1 94	1 75
8-inch.....	2 64	1 98
10-inch.....	4 65	3 57
12-inch.....	5 78	5 63
14-inch.....	6 59	5 74

Net price figured at 22½%.

Light.		
3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 55	1 91
14 in., doz. prs.		2 34
Heavy tee and strap discount, 22½%.		
Light tee and strap discount, 55%.		

**Screw Hook and Strap Hinge—**

Under 12 in., per 100 lbs.	5 50
Over 14 in., per 100 lbs.	4 90
Larger.....	4 60
Extra hooks for above, ½ in., per lb.	7
Extra hooks for above, ¾ in., per lb.	6½
Crate hinges and back flaps, 65 and 5%.	
Chest hinges and hinge hasps, 55%.	

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3¼-lb., \$4.55 doz.

**HOOKS, CORN.**

Cyclone, doz.	2 40
Hoes, corn, doz.	5 40

**HOOKS, GRASS.**

	Canadian	English
No. 2, per doz.	2 15	3 60
No. 3, per doz.	2 25	4 10
No. 4, per doz.	2 35	4 60
No. 5, per doz.	2 55	

**HORSESHOES**

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22
Less 5% for full reels, 500 ft.	
Cable, 70%.	
Leader, 60, 10%.	

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

	Montreal	Toronto
Angles.....base 2 50	3 50	
Common bar, per 100 lbs.	3 00	2 90
Refined iron, per 100 lbs.	3 05	3 50
Horseshoe iron, per 100 lbs.	3 45	3 50
Norway iron.....	7 25	6 00
Mild steel.....	3 30	3 25
Band steel.....	3 30	3 50
Sleigh shoe steel.....	3 30	2 25
Domestic.....	3 30	3 25
Reeled machinery steel.....	4 50	4 50
Tire steel.....	3 50	3 50
Toe calk steel.....	4 20	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.		0 20
Sheet, cast steel, lb.	0 20	0 20
Black Diamond tool steel, per lb.	0 12	0 11
Silver tool steel, lb.	0 17½	0 18½
Spring steel.....	4 60	4 50

**COLD ROLLED SHAFTING.**

7-16 to 9-16 in.	0 06
¾ to 1-16 in.	0 05½
¾ to 1-7-16 in.	0 05½
2 to 3 in.	0 05
List, plus 50%.	

**IRON, TINNED.**

72x30 up to 24 gauge, case lots.....	14 25
72x30, 26 gauge, case lots.....	14 75
Less than case, 25c per 100 lbs. extra.	

**IRONS (SAD)**

Mrs. Potts, No. 55, polished, per set.....	0 85
Mrs. Potts, No. 50, nickel-plated, per set.....	0 90
Mrs. Potts, handles, japaned, per gross.....	9 60
Sad irons, common, plain.....	5 00
Sad irons, common, plated.....	5 50
Princess Electric, each.....	2 75
Ideal Electric, each.....	2 85
Gasoline Sad Irons, each.....	3 50
Ideal Gasoline, each.....	3 15
Dover Electric, net.....	3 00
No. 70, Dover, per doz.....	21 00

**LADDERS, ETC.**

	(Step Ladders)
Shelf-lock.....	14c ft.
Ontario.....	17c ft.
Faultless.....	21c ft.
Mechanic.....	26c ft.
Hercules.....	24c ft.
Perfect.....	22c ft.
Faultless, extra heavy.....	26c ft.
Hercules, extra heavy.....	29c ft.
Mechanic, extra heavy.....	31c ft.
Chair ladders, each.....	\$2 00
B.T. Standard.....	17c ft.
B.T. Economy.....	13c ft.
B.T. Iron Bound, 4-9 ft.....	25c ft.
B.T. Iron Bound, 10-14 ft.....	30c ft.
B.T. Iron Bound, 15-16 ft.....	40c ft.
B.T. Iron Bound, 17-20 ft.....	50c ft.
Crescent.....	16c ft.
Household.....	12c ft.
Standard.....	19c ft.
Electrician.....	25c ft.
Heavy duty.....	45c ft.
Extension.....	23c ft.
Common and Roped Extension.	
Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.
Single and Fruit Picking.	
10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

**LANTERNS**

	Per doz.
Cold Blast, doz.	\$ 8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jump Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00

All brass.....	24 25
Little Bobs A.C., doz.	2 00
Copper, well japanned.....	11 25
<b>LANTERN GLOBES</b>	
Cold blast, short.....	0 60
Cold blast.....	0 60
Cold blast, London.....	0 60
Prism globes.....	1 20
Cold blast, short ruby.....	2 00
Cold blast, common ruby.....	2 00
Less 5c a doz. in 6 doz. lots.	

**LATHS (METAL)**

	Per sq. yd.
24-gauge, pat'd metal lath	0 15
24-gauge, pat'd metal lath	0 15
23-gauge, pat'd metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

**LEAD**

	Montreal	Toronto
Trail, 100 lbs., see weekly report.		
Lead Wool, 11c lb.		
Sheets, 3 lbs. sq. ft.	12 00	12 00
Sheets, 3½ lbs. sq. ft.	11 75	11 75
Sheets, 4 to 6 lbs.		
sq. ft.	11 50	11 50
Cut sheets, ½c per lb. extra.		
Cut sheets to size, 1c per lb. extra.		

**LINES, FLOUGH**

Russian hemp, \$3.80 doz. pair.	
Bleached flax, \$5.75 doz. pair.	

**MACHINES (WASHING)**

	List Each
Canadian.....	\$ 5 00
Dowsell.....	5 00
Hamilton.....	5 75
Re-Acting.....	7 50
Snowball.....	8 00
Noiseless.....	8 25
Sunlight.....	8 75
Momentum.....	8 75
Waverley.....	10 00
New Century, style A.....	9 00
New Century, style B.....	10 00
New Century, Power, style D.....	24 00
New Idea, style B.....	11 00
Playtime, engine drive.....	11 00
Ideal Power.....	16 00
Seafoam, electric.....	60 00
Seafoam, engine drive.....	25 00
New Idea, electric.....	80 00
Sunshine.....	4 50
Popular, No. 1.....	5 25
Economic.....	6 00
Champion.....	9 00
Excell-All.....	11 00
Blue Bell, without stand.....	9 00
Puritan Water Motor Washer, complete.....	16 00
Hydro, One Tub, engine drive.....	26 00
Low pressure water motor washer, each.....	16 00
Connor ball-bearing, with rack.....	10 25
I X L.....	10 00
Gem.....	8 75
Winner.....	8 00
Connor Improved.....	5 00
Jubilee.....	4 50
Canada First.....	11 00
Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.	

**NET**

Stephen Washers.....	\$ 6 00
Sterling.....	9 50
B.T. Bonnie, style A.....	4 25
B.T. Bonnie, style B.....	4 50
B.T. Ideal.....	6 25
B.T. Ideal Power.....	7 00
B.T. Ideal Water Motor.....	12 80
B.T. Cyclone.....	6 25
B.T. Cyclone Water Motor.....	12 80
B.T. Vollmar, No. 2.....	6 50
B.T. Vollmar, No. 3.....	7 00
Forest City, engine-driven.....	22 00
Forest City, electric.....	48 00

**MALLETS**

	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak.....	17 80
<b>MANGLES</b>	
Victor, each.....	\$15 65
Woodyatt, each.....	7 25

**MOPS**

Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 50
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	





## GIVE THIS MAN HALF AN HOUR

Will you give this man half an hour to tell you  
what McCaskey Service can do for your business  
and for your customer?

He's the McCaskey man and he knows the charge account business from A to Z. His bread and butter depends upon his knowing that business. If you will spend half an hour with him you can't help getting some mighty good ideas that will fit your business and you'll be perfectly welcome to them whether you give him an order or not. McCaskey Service means as much to your customer as it does to you. For your customer is just as much interested in knowing how much he owes from day to day and in having his accounts kept in the simplest way and with the least possible expense as you are yourself.

McCaskey Service pays for itself in the average business—in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

If you give the McCaskey man half an hour of your time to tell his story it will be worth your while.

# McCASKEY

TORONTO :: CANADA



**McCASKEY**  
"ONE WRITING"



**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

*If interested, tear out this page and keep with letters to be answered.*



**NAILS**

Standard steel wire nails,  
Toronto, \$3.70 base; Montreal,  
\$3.75 base; London, \$3.70 base;  
Collingwood and Owen Sound,  
\$3.75 base.  
Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 33 1-3 p.c.  
Pressed spikes, 5% diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process  
Prices per  
Size Length 25-lb. box  
No. 3, 1 1/2-inch ..... \$4 10  
No. 4, 1 3/4-inch ..... 3 80  
No. 5, 1 1/2-16 ..... 3 25  
No. 6, 2 1/4 ..... 3 00  
No. 7, 2 5/16 ..... 2 85  
No. 8, 2 1/2 ..... 2 75  
No. 9, 2 11/16 ..... 2 65  
No. 10, 2 7/8 ..... 2 55  
No. 11, 3 1/16 ..... 2 45  
No. 12, 3 3/8 ..... 2 48  
London, Hamilton, Montreal,  
Toronto.  
Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.  
Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

Per rod  
Invincible, 1640 .....  
Invincible, 1848 .....  
Invincible, 2060 .....  
Put up in 10, 20 and 30-rod rolls  
**OAKUM** Per 100 lbs.  
Best (American) ..... 19 25  
U.S. Navy (American) ..... 18 50  
New hemp (English) ..... 15 00  
U.S. Navy (English) ..... 13 00  
Plumbers (spun) ..... 7 50

**OIL**

Montreal Toronto  
Can. prime white  
petrol ..... 0 14 0 13 1/2  
Royallite ..... 0 14 0 13 1/2  
Palacine ..... 0 17 1/2 0 17  
Castor Oil, per lb. .... 0 45 0 25  
Black Oil (Summer) ..... 0 14 1/2 0 12 1/2  
Black Oil (Winter) ..... 0 12 1/2 0 13 1/2  
Cylinder Green ..... 0 35 0 35  
Paraffine ..... 0 24 0 22  
XXX Machine ..... 0 25 1/2 0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 c lb.  
Tea lead, chest, 5 1/2 c lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/2 c lb.  
Brass, light, 11 1/2 c lb.  
Zinc, heavy, 11 c lb.  
Copper, heavy, 19 1/2 c lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Store plate, \$11.00 per ton.  
Mach. compos., No. 1, 15 c lb.  
Compos. turnings, No. 1, 13 c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2 c;  
bicycle tires, 2 1/2 c.

**PACKING**

Per lb.  
Fine jute ..... 0 11 1/2  
Coarse jute ..... 0 09 1/2  
Square braided hemp ..... 0 25  
No. 1 Italian ..... 0 30  
No. 2 Italian ..... 0 23

**PAPER, ETC.**

Per 400 ft. roll.  
A. Paper, per roll ..... 0 95  
Resin sized Fibre, per roll ..... 0 55  
Tarred Fibre, No. 1 ..... 0 80  
Tarred Fibre, No. 2 ..... 0 51  
Tarred Fibre, Good Luck  
Brand ..... 0 71  
Dry Fibre, Good Luck  
Brand ..... 0 59  
O.K. Brand corded sheathing 0 95  
Sheathing, Shield Brand, dry 0 43  
Sheathing, Shield Brand,  
tarred ..... 0 51  
Sheathing (Surprise) ..... 0 43  
Dry fibre, No. 1 ..... 0 68  
Dry fibre, No. 2 ..... 0 43  
Sulphate, Black Cat, tarred. 0 80  
Sulphate, Black Cat, dry ..... 0 60  
Per 100 lbs.  
Heavy dry straw ..... 2 05  
Heavy tarred straw ..... 2 05

Spruce sheathing ..... 3 00  
Carpet felt, 16 oz. .... 3 50  
Carpet felt, 20 oz. .... 3 50  
Asbestos Bldg. .... 3 75  
Tarred felt ..... 3 50  
Heavy fibre, 32 ft. x 60 ft. 2 00  
Oiled waterproof building  
paper, 600 sq. ft. roll ..... 1 05

**ROOFING PAPER**

Cyclone, dry ..... 0 68  
Cyclone, tarred ..... 0 80  
Surprise sheeting ..... 0 43  
Heavy, dry ..... 2 15  
Heavy, tarred ..... 2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PARERS**

Gen. Hudson, per doz. .... \$6 25  
Little Star, per doz. .... 6 00

**PICKS (CLAY)**

Rock Clay  
5 to 6 lbs., doz. .... 5 50 5 00  
6 to 7 lbs., doz. .... 5 75 5 25  
7 to 8 lbs., doz. .... 6 00 5 50  
8 lbs., doz. .... 6 50 6 00  
9 lbs. .... 7 00 6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis  
count.

**PINS, CLOTHES**

Selected full count Per case  
5 gross, 4-in. (loose) ..... \$0 85  
5 gross, 4 1/2-in. (loose) ..... 0 90  
5 gross, 5 in. (loose) ..... 1 00  
4 gross, 4-in., (12 pkgs., of  
4 doz. each) ..... 0 80  
5 gross, 4 in. (24 pkgs. of  
2 doz. each) ..... 0 90  
6 gross, 4 in. (12 pkgs. of  
6 doz. each) ..... 1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

Buttweld Per 100 feet  
Black Galv.  
1/2 in. .... \$ 3 00 \$ 4 50  
3/4 in. .... 3 06 5 25  
1 in. .... 3 91 5 57  
1 1/4 in. .... 4 72 6 96  
1 1/2 in. .... 6 97 10 29  
1 3/4 in. .... 9 43 13 92  
2 in. .... 11 28 16 64  
2 1/2 in. .... 15 17 22 39  
3 in. .... 23 99 35 39  
3 1/2 in. .... 31 37 46 28  
4 in. .... 37 72 55 66  
4 1/2 in. .... 44 69 65 95

**Lapweld.**

2 in. .... 17 02 24 24  
2 1/2 in. .... 25 16 36 56  
3 in. .... 32 90 47 81  
3 1/2 in. .... 39 50 57 50  
4 in. .... 46 87 68 13  
4 1/2 in. .... 57 15 83 19  
5 in. .... 66 00 96 94  
6 in. .... 86 40 125 80  
7 in. .... 116 62 165 40  
8 in. x 25 lbs. per ft. 122 50 173 80  
8 in. x 25 lbs. per ft. 141 12 200 00  
9 in. .... 169 05 239 40  
10 in. x 32 lbs. per ft 156 50 222 40  
10 in. x 40 lbs. per ft 201 88 286 30

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$13 net.  
Lead waste pipe, \$14 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65% off.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths.... 8 00  
3 inch, in 10-ft. lengths.... 9 70  
4 inch, in 10-ft. lengths.... 12 80  
5 inch, in 10-ft. lengths.... 17 50  
6 inch, in 10-ft. lengths.... 21 30  
Discount 45 and 2%.

**PITCH**

Pine, black, per bbl. .... 4 75  
Pine, green, per bbl. .... 5 25

**PLASTER**

Paris, per bbl., London.... 2 25

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

Montreal Toronto  
Plates, 1/2 to 1 1/2 inch,  
per 100 lbs. .... 4 00 4 00  
Heads, per 100 lbs. .... 4 25 4 25  
Tank plates, 3-16 in. .... 4 75 4 75

**PLUGS (METAL)**

Painted wall plugs, per  
1,000 ..... \$20 00  
Galv. wall plugs, per 1,000. 23 00

**POLISH**

O-Cedar, 4 oz. bottles ..... \$2 00  
O-Cedar, 12-oz. bottles .... 4 00  
O-Cedar, 1-qt. can ..... 10 00  
O-Cedar, 1/2-gal. cans ..... 16 00  
O-Cedar, 1 gal. cans ..... 24 00

**PUMPS**

B.T. Pump, No. 1, net..... \$ 3 63  
B.T. Pump, No. 2, net..... 4 40  
B.T. Pump, No. 3, net..... 6 60  
B.T. Pump, No. 4, net..... 8 25  
B.T. Pump, No. 5, net..... 8 80  
B.T. Pump, No. 6, net..... 9 90  
B.T. Pump, No. 7, net..... 13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.  
Iron burrs, 37 1/2%.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 1/2 c per lb.

**ROOFING**

Per roll  
Tarred felt, per 100 lbs. .... 3 25  
2 ply R.R. .... 1 05  
3 ply R.R. .... 1 30  
2 ply R.R., complete in roll 1 55  
3 ply R.R., complete in roll 1 70  
Samson, 1-ply, roll ..... 1 60  
Samson, 2-ply, roll ..... 2 15  
Samson, 3-ply, roll ..... 2 65  
Comet, 1-ply ..... 1 05  
Pluvius, 1-ply ..... 1 30  
Pluvius, 2-ply ..... 1 70  
Asphalt roofing, 1 ply ..... 1 45  
Asphalt roofing, 2 ply ..... 1 85  
Asphalt roofing, 3 ply ..... 2 15  
Compo Certainteed, 1 ply ..... 1 70  
Compo Certainteed, 2 ply ..... 2 20  
Compo Certainteed, 3 ply ..... 2 75  
Exello, 1-ply ..... 1 60  
Exello, 2-ply ..... 2 15  
Exello, 3-ply ..... 2 65  
Jewel, 1-ply ..... 1 25  
Jewel, 2-ply ..... 1 65  
Jewel, 3-ply ..... 2 00  
Amazon, 1-ply ..... 2 00  
Amazon, 2-ply ..... 2 50  
Amazon, 3-ply ..... 3 00  
Everlastic, 1-ply ..... 1 50  
Everlastic, 2-ply ..... 1 75  
Everlastic, 3-ply ..... 2 00  
Liquid roofing cement, per  
gal. in barrels ..... 0 22  
Roofing caps, per lb. .... 0 05  
Roofing nails, per lb. .... 0 06 1/2  
Roofing Pitch, 85c per 100 lbs.  
F.o.b. Toronto, London, Mon-  
real.

**ROPE**

lb.  
Pure Manila basis ..... 22 1/2  
British Manila basis ..... 18  
African hemp basis ..... 18  
Sisal basis ..... 15 1/2  
Single lath yarn basis ..... 15 1/2  
Double lath yarn ..... 16  
Yacht marine ..... 41  
White polished halyards ..... 23  
Hemp, deep sea line basis.. 31  
Hemp, tarred ratline basis.. 27  
Hemp, tarred belt rope basis 29  
Marline and Houseline ..... 29  
Jute rope basis ..... 15  
Italian rope basis ..... 31  
Above quotations are basis  
rices ("and" larger), and are  
subject to usual advances for  
small sizes.  
Cotton rope, 2-16 in. .... 0 29  
1/4 in. and larger ..... 0 28  
Sisal Clothes Line. Per doz  
3 ply, 30 ft. .... 0 48  
3 ply, 40 ft. .... 0 64  
3 ply, 48 ft. .... 0 76  
3 ply, 60 ft. .... 0 96  
3 ply, 72 ft. .... 1 15  
6 ply, 60 ft. .... 1 44  
6 ply, 72 ft. .... 1 72  
6 ply, 100 ft. .... 2 40

**SCALES**

Imperial Standard ..... 25 p.c.  
Champion ..... 40 p.c.  
Steel weigh beams ..... 20 p.c.  
Gurney Standard ..... 25 p.c.  
Fairbanks Standard Scales. 25 p.c.

Crown Even Balance ..... 40 p.c.  
Richelleu Union Scale..... 40 p.c.  
Dominion Plates Scales, .40 p.c.  
Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$3, plus 20c  
for stamping. Champion 10-lb.,  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping. Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.50, plus \$1  
for stamping. Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCREWS (MACHINE)**

Flat head, iron, 27 1/2%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

Discounts off Standard List  
Wood, F. H., bright ..... 80  
Wood, R. H., bright ..... 75  
Wood, O. H., bright ..... 75  
Wood, F. H., brass ..... 47 1/2  
Wood, R. H., brass ..... 45  
Wood, O. H., brass ..... 45  
Wood, F. H., bronze ..... 40  
Wood, R. H., bronze ..... 37 1/2  
Drive screws ..... 65 10 10  
Set case hardened ..... 65 10  
Square cap ..... 65 10  
Hexagon cap ..... 60 10  
Bench, wood, per doz. .... \$5 00  
Bench iron, per doz. .... 4 75  
Cap screws, 55%; Set screws,  
60%.

**SHEETS (BLACK)**

Montreal Toront.  
100 lbs. 100 lbs.  
10 gauge ..... 4 60 4 50  
12 gauge ..... 4 70 4 60  
14 gauge ..... 4 45 4 35  
16 gauge ..... 4 50 4 45  
18-20 gauge ..... 4 05 3 70  
22-24 gauge ..... 4 00 3 85  
26 gauge ..... 4 05 3 90  
28 gauge ..... 4 10 4 00

**Re Gauges of Sheets.**

On account of it being prac-  
tically impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10%  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

Per 100 sq. feet.  
Galvanized Painted  
28 ga. .... \$ 5.50 \$ 2.75  
26 ga. .... 6.00 4.25  
24 ga. .... 8.00 5.25  
22 ga. .... 9.00 6.25  
20 ga. .... 11.00 7.25  
18 ga. .... 13.50 9.00

Above prices are subject to 7 1/2  
per cent. discount to dealers.

**Galvanized**

B.W. Queen's Fleur-de-Lis Gorbals  
gauge Head de-Lis best  
16-20 7 15 6 65 7 15  
22-24 7 25 6 95 7 25  
26 7 50 7 10 7 50  
28 7 75 7 40 7 75

"Premier" galvanized sheets —  
10 1/2 oz., \$6.50; U.S. No. 28, \$6.20;  
U.S. No. 26, \$5.90; 22 and 24  
gauge, \$5.75; 18 and 20 gauge,  
\$5.85; 16-gauge, \$5.45; 14 gauge,  
\$5.30. F.o.b. Hamilton and Tor-  
onto.

Colborne (rown — 16-20 gauge,  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand, Montreal Toronto  
14 gauge ..... 5 80 5 30  
16 gauge ..... 5 80 5 30  
18-20 gauge ..... 5 90 5 65  
22-24 gauge ..... 6 00 5 85  
26 gauge ..... 6 25 6 00  
28 gauge ..... 6 65 6 25  
10 1/2 ozs. .... 6 95 6 50  
Add 25c for less than case lots

**SHOVELS AND SPADES**

1st 2nd 4th  
Shovels, 1st, 40 and 12 1/2%; 2nd,  
40 and 5%; 4th, 30%.  
Socket scoops, 1st, 40%; 4th, 35%.  
Rivet scoops, 37 1/2%.





# Help Your Friends and Customers

TO

## ENJOY THEIR HOLIDAYS

By Recommending the Use of

# **S-W Floor Finishes**

Tell us who they are, and let us write them for you explaining the use of:—

**MAR-NOT**—A durable floor varnish that does not scratch or mar easily.

**FLOORLAC**—A durable varnish and stain preparation for floors.

**I.F.P.**—A durable inside floor paint.

**P.F.P.**—A durable outside floor paint.

**FLOORWAX**—A wax that will take a high polish—durable and lasting.

**DANCING FLOORWAX**—In sprinkler top cans for dancing floors. Easy to apply.

**FLOORWIPE**—Removes stains and renews the bright appearance of the floor.

**FLAXOAP**—A pure linseed oil soap for cleaning and washing all painted or varnished surfaces.

WRITE FOR A SUPPLY OF OUR FLOOR FINISH BOOKLETS.



## **THE SHERWIN-WILLIAMS Co.**

*of Canada, Limited*

PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.

Hollow backs and sand, 1st, 40, 12½%, and 4th, 20%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

**SHINGLES** Per square

Standard galvanized .....\$5 75

Shipping weight, 90 lbs.

Standard painted ..... 4 15

Shipping weight, 80 lbs.

Discount 7½%.

**SINKS.**

Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.

**SOLDER** Montreal Toronto

See weekly report.

**SOLDERING COPPERS.**

Base, per lb., 52 cents.

**SOLDER, BAR**

Guaranteed ..... 0 28½

Strictly ..... 0 26½

Commercial ..... 0 25

**SOLDER, WIPING**

Star extra ..... 0 26½

Easy ..... 0 24½

Acme ..... 0 23½

**SPELTER.** See weekly report.

**SPOUTS**

Warner Malleable Winged

Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.

Montreal, Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb. boxes ..... 5 05

Fence staples, bright, in kegs ..... 3 95

Fence staples, bright, in 25-lb. boxes ..... 4 20

Poultry netting staples, 100 lb. kegs ..... 12 00

Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 60c.

**STUFFERS**

Enterprise No. 25, each.... 6 25

No. 25, each.... 8 50

**SWEEPERS, CARPET** Bissell's

Boudoir ..... 31 00

Champion Nic. .... 25 00

Champion Jap. .... 23 00

Univ. Jap., cyco bearing... 26 00

Univ. N.P., cyco bearing... 20 00

Grand Rapid, Jap., ball-bearing ..... 28 00

Grand Rapid, N.P., ball-bearing ..... 31 00

Princess, N.P., ball-bearing. 32 00

Elite, ball-bearing. .... 36 00

Am. Queen, N.P., bal-bear. 34 00

Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**

Grand Rapids Vac, doz....\$77 00

Household Vac, doz. .... 63 00

Superba Vac, doz. .... 92 00

**SWINGS**

Baby, 2-passenger, each ...\$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Seats with

awning, each .....13 50

Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;

cheese box tacks, bulk;

trunk tacks, blank and tinned;

bulk; carpet tacks, blue; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blue, in doz.

only; cut tacks, ¼ cut tacks,

blue and tinned, in weights;

Swedes; Swedes upholsterers'

bulk; Swedes brush, blue and

tinned, bulk; Swedes gimp,

blue, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount, 75 and 10%.

**SALES**

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, blue; clout nails, tinned;

only; tin capped trunk nails;

zinc glaziers' points, prices quot-

ed on application.

Discount, 75 and 10%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ers' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobbler's rivets; brass cob-

blers' rivets. Net list.

**TAPE—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15

Ass skin, No. 714, 66 ft., doz. 3 80

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**THERMOMETERS**

Incubator, doz. .... 5 40

Dairy, dozen ..... 4 45

**TIES (METAL)**

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70-10%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and

10%.

**TROUGH (EAVE)**

G. G. Square bead and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

B.T. Single Rail .....24c ft

B.T. Double Angle .....22c ft.

B.T. Double Tee .....20c ft.

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28½

4-ply ..... 0 28

3-ply ..... 0 25

**TURFS**

Roller Tubes, Lapwelded.

100 ft., 2 in. .... 16 10

100 ft., 2½ in. .... 18 50

100 ft., 2¾ in. .... 21 00

100 ft., 3 in. .... 25 00

100 ft., 3¼ in. .... 29 00

100 ft., 4 in. .... 37 00

**TURFS**

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

**HERCULES**

No. 4, doz. .... 12 40

No. 5, doz. .... 13 80

No. 6, doz. .... 15 40

**Common Galvanized**

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

**Per nest**

Nests of 3—0, 1 and 2 .....\$2 35

Nests of 3—1, 2 and 3 ..... 2 05

Nests of 4—0, 1, 2, and 3 ..... 2 95

**WOOD TURFS**

No. 0, per doz. .... 11 00

No. 1, per doz. .... 9 50

No. 2, per doz. .... 8 00

No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½; patent quick

opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**

Japanned ware, 22½%.

Japanned ware, white, 17½%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**

Discount, 17½%.

6, 10 and 14-qt. flaring pails.

17½%.

Copper bottom tea kettles and

boilers, list.

**WARE, STAMPED.** Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, plain,

66 2-3%.

Tinners' trimmings, retinned,

60, 10%.

Tinners' trimmings, general,

27½%.

**WASHERS, IRON.**

Full box, 25%; smaller lots,

25%, assorted. Price less





# MUNRO'S DRY COLORS

Reds Greens Yellows Blues  
Paris Green

Made and Sold by

*The Allan Munro Color Co.  
Limited*

MONTREAL

**E**XPLAIN to your customers that what makes the Simonds Crescent Ground Cross-Cut Saws such good saws is the method of crescent taper grinding and the scientific shaping of the teeth. The narrow falling saws are made with either Lance or Champion teeth. Order your stock from any responsible wholesaler.



# SIMONDS

CANADA SAW CO., LTD.  
The Saw Makers

St. Remi Street and Acorn Ave.,  
MONTREAL, QUE.

St. John, N. B.

Vancouver, B. C.

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.20 per 100  
lbs. 5 lb. packages, \$6 per 100  
lbs.

## BEESEWAX

Small quantities, per lb... 0 50  
Larger quantities, per lb... 0 45

## BLUE STONE

Montreal Toronto  
Per lb. .... 0 14 0 20  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 .... \$1 30  
Banana oil, gal. .... 3 75

## BRUSHES

Weighted, 15 lbs., doz.... \$16 13  
Weighted, 20 lbs., doz.... 18 50

## COATING

Cement Coating ..... \$2 55 2 40

## COLORS (DRY)

Raw Umber, 100 lb. keg... 5-9c  
Burnt Umber, 100 lb. .... 5-9c  
Raw Sienna, 100 lb. kegs... 5-9c  
Burnt Sienna, 100 lb. kegs 5-9c  
Imp. green, 100 lb. kegs... 0 22  
Chrome green, pure ..... 0 35  
Chrome yellow ..... 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs... 0 12  
Indian red, No. 1, 100 lb. k. 0 04  
Venetian red, best bright. 0 04  
Venetian red, No. 1 ..... 0 02  
Drop black, pure dry..... 0 25  
Golden ochre, 100 lb. kegs 0 06  
White ochre, 100 lb. kegs 0 06  
White ochre, barrels ..... 0 02½  
Yellow ochre, barrels ..... 0 02  
Spruce ochre, 100 lb. kegs 0 03  
Canadian red oxide, bbls. 0 01½  
Super magnetic red ..... 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure ..... 0 13  
Indian red ..... 0 17  
Chrome yellow, pure ..... 30-35  
Golden ochre, pure ..... 0 16  
French spruce ochre, pure 0 15  
Chrome green, pure ..... 0 15  
French permanent green, pure 0 20  
Signwriters' black, pure .. 0 22  
Marine black, 25-lb. irons 0 07  
Lampblack ..... 0 20

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel ..... 4 50  
Anchor Floorlustr ..... 2 10  
O.P.W. Sunshine White ... 4 10  
Old Dutch Enamel ..... 4 00  
Jas-per-lac floor enamel... 1 90  
Jas-per-lac art enamel.... 3 10  
Mooramel ..... 4 35

## FILLER

Luxeberry Enamel ..... \$5 00  
Screen Enamel, BB ..... 1 63

## FORMALDEHYDE

Per bbl.  
Demi-johns, 50 lbs. .... 0 15½  
\$1.10 for demi-john extra.

## GLUE

Per lb.  
French medal ..... 0 20  
English common sheet ... 0 25  
Martin's Enamel ..... 4 25  
English prima ..... 0 25  
White pigfoot ..... 0 23¾  
Perfection amber, ground, No. 1230 ..... 0 20  
Cake, bone, 112-lb. bags.. 0 12  
Hide, 112 lb. bags ..... 0 35  
Gelatine, 112 lb. bags .. 0 45  
Ground glues, 112 lb. bags—  
No. 1 ..... 0 20  
Extra ..... 0 18  
Dreadnought, lb. .... 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size	Under 25	Double	Star	Diamond
26 to 34	\$7 80	\$11 90		
35 to 40	8 15	12 85		
41 to 50	8 50	13 60		
51 to 60	11 75	15 50		
61 to 70	12 25	15 85		
71 to 80	13 10	16 80		
81 to 84	14 75	18 35		
85 to 90	22 75	24 35		
91 to 94	25 00	29 00		
95 to 100	29 00	32 00		
101 to 105	32 00			

106 to 110 ..... 37 00  
Discount, 30 per cent; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price

United	Star	Double
Inches		Diamond
Up to 25	\$7 80	\$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	22 35	24 35
86 to 90	25 00	29 00
91 to 95	29 00	32 00
96 to 101	32 00	37 00
101 to 105	37 00	
106 to 110	37 00	

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off Toronto.  
Country discount, 20 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots  
Montreal Toronto  
"Anchor Pure" ..... \$13 80 \$13 95  
O.P.W. Decorators' Pure ..... 13 80 13 95

Crown and Anchor ..... 13 80 13 95  
Crown Diamond Pure ..... 13 80 13 95

Elephant Genuine ..... 14 10 14 25  
Green Seal ..... 13 80 13 95  
Moore's Pure White Lead ..... 13 80 13 95

O.P.W. Decorators' Pure ..... 13 80 13 95  
O.P.W. English ..... 14 05 14 20  
Painters' Perfect ..... 13 35 13 50  
Ramsay's Pure Lead ..... 13 80 13 95

Tiger Pure ..... 13 80 13 95  
Less than ton lots, 30c per cwt. higher

Brandram's R.B. Genuine, \$15.50  
Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$17.50 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)  
Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity ..... 0 13

LEAD ARSENATE OF  
Per 100 lbs. Dry Paste

1-lb. bottles ..... \$35 00 \$21 00  
2-lb. bottles ..... 18 00  
5-lb. bottles ..... 31 00 14 00

10-lb. bottles ..... 29 00  
25-lb. irons ..... 25 50 13 00

50-lb. irons ..... 12 50  
100-lb. irons ..... 24 00 11 75

200-lb. irons ..... 11 60  
Barrels ..... 11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO  
Tins in 5 lb. packages, per 100 lbs., \$5.40

LINSEED OIL  
For prices see weekly report.

PAINTS, PREPARED  
Per gallon (in quarts)

Brandram-Henderson's "Eng-lish" white ..... 2 65  
"English" ordinary colors. 2 50  
Benjamin Moore's "Egyp-tian" Brand ..... 1 80  
Canada Paint Co.'s Pure ..... 2 65  
Crown Diamond ..... 2 35  
Crown Diamond, floor ..... 2 00  
Elephant ..... 2 35  
Frescotone, white ..... 2 50  
Frescotone, colors ..... 2 40

Jamieson's Crown and An-chor ..... 2 00  
Jamieson's Island City ..... 2 05  
Martin-Senour 100% Pure... 2 50  
Minerva, white ..... 2 55  
Minerva, ordinary colors... 2 40  
Moore House Colors ..... 2 10  
O.P.W. Canada Brand, Pure 2 20  
O.P.W. Canada Brand, Floor 2 10  
O.P.W. Canada Brand, Flat Wall ..... 2 10  
Ramsay's Pure ..... 2 30  
Ramsay's Thistle ..... 1 70  
Stephens' House Paint, (Wpg.) ..... 2 55  
Stephens' Floor Paint (Wpg.) ..... 2 25  
Senour's Floor Paint ..... 2 20  
Senour's Porch Paint ..... 2 50  
Sherwin-Williams ..... 2 50  
Flat tone ..... 2 40

PARIS GREEN Mun. C.P. Ber- ro's Co. Ber- gers

600-lb. bbls. .... 42¾ 38¾ 39¼  
250-lb. kegs ..... 43 39 39¾  
100-lb. drums ..... 44 40 40¾  
50-lb. drums ..... 44 40 40¾  
25-lb. drums ..... 44¼ 40¼ 41  
1-lb. 100s, pkgs. .... 46¼ 42¼ 43  
½-lb. 100s ..... 48¼ 44¼ 45  
1-lb. 100s, tins... 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER  
Per bbl. .... \$2.25-\$2.50

PRIMER  
Luxeberry Primer ..... 2 25

PASTE WOOD FILLER  
1 lb. cans ..... Pound  
2 lb. cans ..... 0 11  
5 lb. cans ..... 0 09  
10 lb. cans ..... 0 08½  
25 lb. cans ..... 0 08  
100 lb. kegs ..... 0 07  
½ Barrels ..... 0 06½  
Barrels ..... 0 06

PUTTY  
Standard Montreal Toronto

Bulk, in casks ..... 2 70 2 80  
Bulk, 100-lb. drums 2 90 3 00  
Bulk, 25-lb. drums.. 3 00 3 10  
Bladders, in bbls.. 3 30 3 40  
Pure Putty, 70c cwt. advance

SHELLAC  
Gum, 34c lb.; finest orange, 39c lb.; finest white, 46c lb.

TAR (PINE TAR)  
Half pint tins, per doz. .... 0 65  
Pint tins, per doz. .... 1 10  
London, pints, 85c doz.

PAINT AND VARNISH  
REMOVER  
Taxite, 1 gal. cans ..... 2 10  
Cumoff ..... 2 10  
Dreadnought, gal. .... 2 75  
O.P.W. Presto ..... 2 25  
Lingerwett ..... 2 65

TURPENTINE  
Montreal Toronto  
See weekly report for prices.

SLATING  
Gal.  
Liquid Slating, B.B. .... \$ 3 00

STAINS  
Gal.  
Oil and Spirit, Berry Bros. \$2 73  
Water Stains, Berry Bros.. 1 05  
Berrycraft, stain finish .. 2 80  
Creo-lac ..... 0 85  
C.P. Oil Stains ..... 1 98  
Sun Varnish Stains ..... 2 20

VARNISHES  
Per gal. cans  
Brandram-Henderson, Ltd., "Gold Medal" ..... 1 90  
Copaline Varnish ..... 2 50  
C. P. Co.'s Sun Varnish.. 2 50  
Depend on Light Hard Oil Finish ..... 1 70  
Dulcloss ..... 3 00  
"Dreadnought" floor varnish 2 30  
"Dreadnought" spar varnish 2 30  
"Dreadnought" Varnish... 2 65  
"Dreadnought" varnish (gloss) ..... 1 90

"Dreadnought" varnish (eggshell) ..... 1 90  
"Dreadnought" hard oil finish ..... 1 20  
"Dreadnought" interior varnish ..... 1 20  
"Dreadnought" terebene dryer ..... 1 66  
"Dreadnought" bronzing li- quid ..... 1 05  
Elastic Interior ..... 1 40  
Elastic Exterior ..... 1 55  
Elastic Exello ..... 2 00  
Everlastic (Floor) ..... 2 55  
Elastilite ..... 2 25  
"Flint-Lac" coach ..... 1 30  
Flatline Floor Finish ..... 3 00  
Gold sized Japan ..... 2 00  
House painter's White Jap.. 1 85  
Jas-per-lte exterior finishing 2 25  
Jas-per-lte pale hard oil .. 1 60  
Jas-per-lte floor finish ..... 2 25  
Kyanize floor finish ..... 3 50  
Kyanize cabinet rubbing... 2 50  
Kyanize spar ..... 4 75  
Kyanize stains ..... 3 50  
Liquid granite ..... 2 80  
Luxeberry light ..... 2 60  
Luxeberry spar ..... 4 10  
Luxeberry exterior ..... 4 50  
Marble-lte ..... 2 30  
Mar-Not ..... 2 70  
Martin-Senour finest Inter. 2 60  
Martin-Senour Wood-Var .. 2 30  
Maritime spar varnish... 4 00  
No. 1 Furniture Varnish ... 1 25  
Pure White Shellac ..... 2 40  
Pure Orange Shellac ..... 2 15  
Sherwin-Williams "Kopal" Varnish ..... 2 75  
Stove-Pipe Varnish, ¼ pints, gross ..... 9 00  
Sun Waterproof Floor Finish 2 75  
Sun-Spar Varnish ..... 4 00

WATER PAINTS  
Opallite, 300 lb. bbls ..... 0 12  
Opallite, 100 lb. kegs ..... 0 12½  
1 gal. package, per pkg. .... 0 65  
½ gal. package, per pkg. .... 0 35  
Corallite, 5-lb. pkgs. .... 0 04½

WASTE (POLISHING)  
Cream ..... 0 17

WASTE, WHITE WIPING  
XXX Extra ..... 0 16  
X Grand ..... 0 15  
XLCR ..... 0 14  
X Empire ..... 0 13  
X Press ..... 0 12

WASTE, COLORED WIPING  
Fancy ..... 0 11¼  
Lion ..... 0 10¼  
Standard ..... 0 09¼  
Popular ..... 0 08¼  
Keen ..... 0 07¼

WASTE, WOOL PACKING  
Arrow ..... 20  
Axle ..... 16  
Anvil ..... 12  
Anchor ..... 10

WIPERS, WASHED COTTON  
Select White ..... 12  
Mixed Colored ..... 9  
Dark Colored ..... 8

This line subject to trade discount for quantity.

WAX  
Per lb.  
C. P. Floor Wax ..... 0 30  
Ronuk Floor Wax, lb. .... 0 38  
Berry Bros. .... 0 37  
Anchor ..... 0 33  
O.P.W. Lion Brand ..... 0 30  
Old English ..... 41-44c  
Johnsons ..... 41-44c  
Gold Medal ..... 0 30

WHITING  
Paris white ..... 1 75  
Plain, in bbls. .... 1 50  
Gilders, bolted, in bbls. 1 60  
Per 100 lbs.

WOOL ALCOHOL  
Per gal.  
In gallons ..... 1 25  
Barrels ..... 0 87  
\$4 extra for barrels.



For Your Own Good and for the Benefit of  
Your Customers, You Should Sell

# DOUGALL VARNISH

A Varnish for every purpose.—A complete line  
a line of satisfaction for both dealer and user.

**TRIED—TESTED—and GUARANTEED**

**The Dougall Varnish Co., Limited**  
**MONTREAL**

RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY**

**PHILADELPHIA, PA.**

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$13.00;  
chilled, \$14.50; buckshot, \$13.80;  
ball, \$14.20.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 14¢.  
Norris, 41 to 56 lbs., 12½¢; 57  
to 70 lbs., 11¢; 71 to 83 lbs., 10¢;  
84 lbs. and over, 9½¢.

## AXES

H. B., 1 lb., \$7.25 per doz.; 1½  
lbs., \$7.65; 2 lb., \$7.90; 2½ lb.,  
\$8.50; 2¾ lbs., \$8.75; 3, 3½ and 4  
lbs., \$9; H. B. Handled Axes, 2  
lb., \$9; 2½ lb., \$10.50; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.25;  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to 9  
lb., \$30.50.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Britan-  
nia Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12c.

## BUILDING PAPER

Tarred, 70c to \$1.10 per roll, ac-  
cording to quality; plain, 50 to  
95c.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVISES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Evestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.

**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 26c  
per gal.; \$4.95 per case.

**GALVANIZED WARE.** Net list.  
Heavy pails, light pails and  
heavy tubs.

**GLASS, WINDOW** Single Double  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 50 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.  
Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90.

**IRON GALVANIZED** "Fleur  
Premier de Lis"

10½ oz. or 28 Eng. 7 25 7 50  
28 Am. or 26 Eng. 7 00 7 25  
26 Am. or 26 spec. 6 70 6 95  
24 ..... 6 30 6 55  
22 ..... 6 20 6 45  
18 and 20 ..... 6 00 6 25  
16 Am. .... 5 85 6 10  
14 Am. .... 5 85 6 10

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain ..... 8 25  
No. 20, X-ray ..... 12 00  
No. 22, Dash-board ..... 10 75  
Trulite, short globe, doz. .... 8 25

**LEAD PIPE.** \$13.40.

**LEAD WASTE.** \$14.40.

## LINSEED OIL

Raw, per gal., 95c; boiled, per  
gal., 98c.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.  
**NETTING.** Poultry, 40 per cent.  
Banner, 24-in., \$2.50; 36-in.,  
\$2.90; 48-in., \$3.60; 60-in., \$4.20;  
72-in., \$5.10; 84-in., \$6.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

Gal-  
Tin vanized  
½ gal., dome top....\$2 14 \$ .....  
1 gal., dome top.... 2 81 4 25

2 gal., dome top.... 4 05 6 00  
3 gal., dome top.... 5 20 8 65  
5 gal., dome top.... 6 40 10 75

## OILS

Silver Star oil, 16½¢ gal.;  
Royalite oil, 17c gal.; Palacine  
oil, 20½¢ gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS.** Clay, 6-7, \$6 per dozen.

**GALVANIZED IRON PIPE**  
¼ inch, \$6.45; ¾, \$6.55; 1,  
\$7; ¾, \$9.15; 1, \$12.50; 1¼, \$16;  
1½, \$20.40; 2, \$27.40; 2½, \$47.15;  
3, \$61.65.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; 1,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.75; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER.** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb.; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8  
inch, \$4.75; full polish, 6-7 inch,  
5c; 8 inch, \$5.75; Black sheets,  
\$4.65; 8 inch, \$4.90; Black sheets  
—25 gauge, \$3.60; 26, \$3.45; 24,  
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,  
\$3.10; 10-12, \$3.15.

**PLOW SHARES.** 10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PURTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assotter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½¢ base; pure Manila,  
22c base; British Manila, 18½¢  
base; lath yarn, 16c base; Afri-  
can hemp, 17½¢ base; cotton  
rope, 30c.

Tarred Marline Hanks, per  
lb., 31c.

**SASH BALANCES** (Caldwell.)  
33-1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

**SHEET ZINC.** Any lots, 30c.

Black Steel Sheets  
10 gauge ..... 5 00  
12 gauge ..... 5 10

14 gauge ..... 5 00  
16 gauge ..... 5 10  
17-24 gauge ..... 4 50  
26 gauge ..... 4 60  
28 gauge ..... 4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$2.75 at  
Fort William, \$4.15 Winnipeg;  
galvanized staples, \$3.50, Fort  
William; \$3.90 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 75% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... 12 25  
20 x 28 I.X. .... 14 50  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,  
\$6 each; over 45 lbs., 13c per lb.

## WARES

Galvanized, heavy, net list.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

5-ton lots, \$13.35; ton lots,  
\$14.85.

## WIRE, BARB

Lyman 4-point, \$3.40 f.o.b. Ft.  
William, \$3.65 Winnipeg; Glidden  
Cattle, 2 pt., \$3.25 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.20 Ft. William, \$3.45 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coll spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

Bale ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.  
Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0-9, \$4.65; 10, \$4.71; 11, \$4.77;  
12, \$4.85; 12, \$5.05; 14, \$4.90; 15,  
\$5; 16, \$5.20.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$40 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





# Stephens

## SILKSTONE

(REGISTERED TRADE MARK)

### FLAT WALL COLOURS



"Silkstone" is a business-builder—a producer of substantial profits—giver of universal satisfaction.

"Silkstone" can be washed with soap, without losing any of its beauty.

It is *sanitary* and *durable*. Is more economical than distemper colours and can be used where distemper cannot.

*Dries smooth as silk, hard as stone.*

Send us a trial order and test its selling qualities.

Have we an agent in your town?

*If not, write us for agency proposition.*

## G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



*If interested, tear out this page and keep with letters to be answered.*



## Stephen Leacock

contributes an article "Is Permanent Peace Possible?"—an excellent summary of conditions governing international relations.

## Robert W. Service

supplies another of his wonderful war poems "The Flowers," written at the front, where he is driving a motor ambulance.

## Agnes C. Laut

writes on "Business--and the Fatal Spiral," an excellent article dealing with a serious condition in business which has developed.

## Arthur Stringer

## Arthur E. McFarlane

## L. M. Montgomery

These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

## H. F. Gadsby

contributes an article on Dr. Michael Clark, M.P., the Free Trade advocate of the Commons.

All in the August issue of MacLean's Magazine, together with a dozen other features, and the Review of Reviews department. Get a copy at your news-stand; or, better still, send in your subscription. Yearly subscription price, \$1.50.

# August MacLean's

Now on sale at all News Stands—15 cents the copy.

The MacLean Publishing Co., Limited,  
143-153 University Ave., Toronto





**Mr. Hardware Dealer**  
are you tired of listening to  
the repeated complaints that  
the **BRUSHES** you carry



"SHED HAIR"  
"ARE AS SOFT AS A RAG"  
"SPREAD LIKE A PEACOCK'S TAIL"  
"WORK LIKE A SPONGE"  
"WON'T CARRY COLOR"  
"ARE TOO THIN ON TOP"  
"DON'T WEAR WELL"  
"ARE POORLY CHISELLED"  
"ARE AS COARSE AS A BROOM"  
"STUMP TOO SOON"  
"ARE NO GOOD"

If so you **DO NOT**  
carry

**SIMMS  
BRUSHES**

as they are free from  
the cause of all such  
complaints

Backed by 40 years' experience in brush making; built in the finest and most up-to-date plant used in the business by men specially skilled in the art of making **GOOD BRUSHES**

and sold at a price no higher than the common kinds.  
**CAN YOU AFFORD to be without these BUSINESS BUILDING BRUSHES?**

We are prepared to put before you the most complete line of brushes

MADE IN CANADA

Write us for particulars.

**T. S. Simms & Co.**  
Limited

St. John (Fairville), N. B.

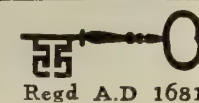


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*Butler's* **FAMOUS SHEFFIELD CUTLERY**



JAMES BUTLER, Head of the Butler Firm 100 years ago.



"BUTLER"  
1768



**GEORGE BUTLER & CO., LTD.,** Sheffield, England  
London Showroom, 62, Holborn Viaduct, E.C.

**G. A. MARSHALL** 70 Lombard Street, Toronto



**High Quality  
TOOLS**

that you'll find  
very profitable

A complete assortment of  
Beveled Edge Shank and  
Socket Chisels, Pattern  
Makers' Chisels and  
Gouges, and Handled  
Turning Tools.

Write for catalog and full  
particulars.

**Buck Brothers**  
Milbury, Mass., U.S.A.







# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

## SEYMOUR SHEARS

have been the  
Standard for over  
eighty years

**TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS**

**BARBER SHEARS  
LADIES' SCISSORS**

**TINNER SNIPS**

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER, Limited, New York**  
**A. MacFARLANE & CO., Montreal**  
Canadian Agents.

**Trulite** The Original  
Short Globe  
Lantern.

Made only by  
**Ontario Lantern & Lamp Co.,**  
HAMILTON, CANADA Limited

**BEAR BRAND LAMP BLACKS**

A Germantown of quality  
that gets big business.

**WILCKES, MARTIN, WILCKES CO.**  
135 WILLIAM ST. NEW YORK

**OWL BABBITT METAL**

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c lb.

Write for discount to trade.

**THE OWL METAL CO. LTD.**  
Winnipeg

**Bath Room Fittings**  
and  
**Auto Accessories**  
are guaranteed.

**KINZINGER, BRUCE & CO., LTD.**  
Niagara Falls, Canada

**"CONDOR"**

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

**The Basters, Jackson Co.**  
22 College Street, TORONTO

**STAR BRAND COTTON ROPE**

**Big Profit and Satisfaction in Selling**

## "AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style. Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

**Aylmer Pump & Scale Co., Ltd.**  
Aylmer, Ont., Canada

**"BEST'S" No. 21 WEATHER STRIP**

Double Felt and Zinc.

Write for Samples and Prices

**Best Weather Strip Co., Ltd.**  
Hamilton, Ont.

**"Maple Leaf" Brand**

STITCHED COTTON DUCK **BELTING**

**Maple Leaf" Brand**  
Belt Dressing

**DOMINION BELTING CO. LTD.**  
HAMILTON, CANADA

**The INFALLIBLE GLAZIER'S DIAMOND**

Just the Tool for Inexperienced Glass Cutters

MADE BY

**A. SHAW & SON, London, England**

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

If interested, tear out this page and keep with letters to be answered.



<p><b>LET US QUOTE YOU</b></p> <p>Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.</p>	<h1>IRON AND STEEL HARDWARE TOOLS</h1> <h2>WILKINSON AND KOMPASS</h2> <p>TORONTO HAMILTON WINNIPEG</p>	<p><b>WE SHIP PROMPTLY</b></p> <p>Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.</p>
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# CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

## BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

## WROUGHT PIPE

Black and Galvanized, sizes  $\frac{1}{8}$  in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture  
NIPPLES in all sizes—black or galvanized.

**WORKS: LACHINE CANAL, - - - - MONTREAL**

## We'll Prove It

**G**IVE us a chance to prove to *you* that you can make money by working our plan. Hundreds of men and women in Canada are making splendid salaries by working for us a few hours each day. Why not learn all about it?

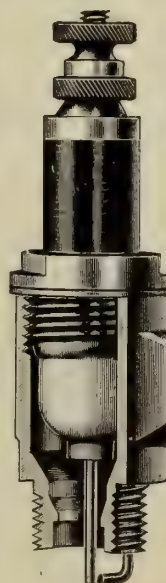
If your regular position isn't producing enough money to take care of a few added luxuries—our plan will fit in splendidly, giving you as *much* extra money as your spare time will allow for. The more time you devote to the plan the more money you can make. To learn all about it—drop us a *Post Card*,—back to you by return mail will come full particulars. This will not obligate you in any way. Simply say, "Send me full particulars of your money-making plan."

Name.....

Address.....

**The MacLean Publishing Co., Limited**  
143-153 University Avenue - Toronto, Ontario

## SOOTLESS SPARK PLUGS



This plug increases the protection on the engine end of the plug by adding a porcelain cap, so arranged and enclosed that it is protected against breakage, and yet gives plenty of air space between the porcelain (within the firing chamber) and the outer steel shell. This renders the chance of short-circuiting through carbon formation exceedingly remote. The plug is so constructed that the high pressure, due to compression, tends to tighten rather than to loosen it. Being practically oil and soot-proof, it is especially adapted for use in air-cooled engines that use a large amount of lubricating oil.

WRITE FOR CIRCULAR.

Manufactured by

**The Oakes & Dow Company**  
15 Chardon Street - - Boston, Mass.

*If interested, tear out this page and keep with letters to be answered.*



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

**BOLTS, RIVETS, WIRE & WIRE NAILS**  
*Quality Rite  
Prices Rite*  
  
*Quick Service*  
**NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.**

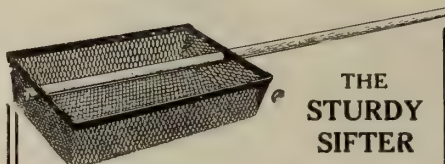
## MEDALS

Drop a card for prices and particulars.  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
 HAMILTON, ONT.



### Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to  
**James Bros. Foundry**  
 PERTH, ONT.



### THE STURDY SIFTER

The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by

**THE COLLINS MFG. CO.**  
 415 Symington Avenue, - Toronto

### FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

**F.W. Lamplough & Co., Unity Bldg., Montreal**

### CAMP

### FURNITURE



**J. PICKLES,**

159 Portage Ave. E.  
 WINNIPEG

## We Want You to Pump Us about the RICHMOND

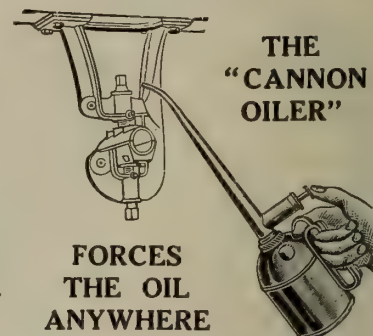
This pump is called EZE-FIXT because it is so simple; one style for any well or requirement. Just the thing for Western Canada, because it is anti-freezing. Big profits for the dealer. Sold only to the trade. Order from jobber, or write to us for circular.

**RICHMOND PUMP CO.**  
 WINNIPEG

## Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

**Try it out.**



### FORCES THE OIL ANYWHERE

#### Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

**R. E. BLOOMER**  
 KEITHSBURG, ILL.

## Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

**Atlas Mfg. Co.**  
 New Haven, Conn.





# CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL**

# TARRED FELT

**SPECIFY  
DOMINION BRAND**

**J. H. McCOMB, LIMITED** Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



# GASOLINE

We are refiners and manufacturers of Gasoline, Coal Oil, Distillate, and all Petroleum Products

*Let us quote you on any quantity from a can to a tank car.*

# OILS

**Continental Oil Co., Limited**  
WINNIPEG

Branches: Brandon Regina Saskatoon  
Swift Current Calgary Lethbridge

# SAVE YOUR MONEY

FOR THE

## DOMINION WAR LOAN

TO BE ISSUED IN SEPTEMBER.

By purchasing a bond you will help to WIN THE WAR and obtain for yourself an investment of the highest class yielding a most attractive rate of interest.

DEPARTMENT OF FINANCE  
OTTAWA.



# CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract.

It is a service we give free, and it is printed solely for the convenience of our readers.

## Abrasive Wheels

Carborundum Co., Niagara Falls, N.Y.

## Aluminum

British Aluminium Co., Toronto.

## Aluminum Solder

British Aluminium Co., Toronto.  
Canada Metal Co., Ltd., Toronto, Ont.

## Aluminum Ware

The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Mecca Specialties Co., Ltd., Toronto.

## Aluminum, Alloy, Ingot,

## Sheet, Wire

British Aluminium Co., Toronto.

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Dupont Powder Co., Wilmington, Del.  
Remington Arms Union Metallic Cartridge Co., Windsor.

## Animal Traps

Oneida Community, Niagara Falls, Ont.

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Roofers Supply Co., Ltd., Toronto.

## Asbestos Pipe Coverings

Canadian H. W. Johns-Manville Co., Ltd., Toronto.

## Ash Sifters

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The Thos. Davidson Mfg. Co., Ltd., Montreal.  
J. Samuels, Toronto.

## Asphalt Shingles

Bird & Son, Hamilton.

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The Carborundum Co., Niagara Falls, N.Y.  
Caverhill, Learmont & Co., Montreal.  
Hyslop Bros., Ltd., Toronto.  
Richards-Wilcox Co., Ltd., London, Ont.  
Kinzinger, Bruce & Co., Niagara Falls, Ont.  
The Stanley Wks., New Britain, Conn.  
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Trimont Mfg. Co., Roxbury, Mass.

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B. J. Coghlin, Montreal.

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Hort Metal Co., Toronto.  
Owl Metal Co., Winnipeg.  
Tallman Brass & Metal Co., Hamilton.

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National Machinery & Supply Co., Ltd., Hamilton.

## Bar Iron

Canadian Tube & Iron Co., Montreal.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills Co., London.

## Bar Iron and Steel

Dominion Iron & Steel Co., Ltd., Sydney.

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Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Canada Steel Goods Co., Hamilton.  
Cushman Motor Wks., Ltd., Winnipeg.  
Richards-Wilcox Co., Ltd., London, Ont.

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Beatty Bros., Ltd., Fergus, Ont.;  
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Cushman Motor Wks., Ltd., Winnipeg.

## Bath Room Fittings

Kinzinger, Bruce & Co., Niagara Falls, Ont.  
Landers, Frary & Clark, New Britain.

## Batteries and Accessories

Canada Dry Cells, Ltd., Winnipeg.  
Canadian Carbon Co., Ltd., Toronto.  
Interstate Electric Novelty Co.  
Mainer Electric Co., Ltd., Winnipeg.  
The Maytag Co., Ltd., Winnipeg.

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Gutta Percha & Rubber Mfg. Co., Toronto.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
The Maytag Co., Ltd., Winnipeg.

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Andrew B. Hendryx Co., New Haven.

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## Bits

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Ruesell, Jennings Mfg. Co., St. Catharines.

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Clare Bros. & Co., Ltd., Preston, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.  
London Bolt & Hinge Wks., London.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
Northern Bolt & Screw Co., Owen Sound, Ont.  
The Stanley Works, New Britain, Conn.  
The Steel Co. of Canada, Ltd., Hamilton.

## Bolts, Panic

Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Openers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Scrapers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Strapping

The Stanley Works, New Britain, Conn.

## Box Hinges and Locks

The Stanley Works, New Britain, Conn.

## Braces

Goodell-Pratt Co., Greenfield, Mass.  
Miller's Falls Co., New York.  
Stanley Rule & Level Co., New Britain.

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Atlas Mfg. Co., New Haven, Conn.  
Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Brakes, Metal Working

Brown, Boggs Co., Hamilton.  
Steel Bending Brake Works, Chatham.

## Brass Goods

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The Dennis Wire & Iron Works, London, Ont.  
Eley Bros., Ltd., London, Eng.  
Jas. Morrison Brass Mfg. Co., Toronto.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.  
Tallman Brass & Metal Co., Hamilton.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

## Brass, Sheets, Tubes and Rods

Tallman Brass & Metal Co., Hamilton.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

## Bread Mixers

Landers, Frary & Clark, New Britain.

## Brooms

American Broom Works, St. Basile, Que.  
Boeckh Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton, Ont.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
Walter Woods & Co., Hamilton, Ont.

## Brushes

American Broom Works, St. Basile, Que.  
Boeckh Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton, Ont.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.

## Builders' Tools and Supplies

Caverhill, Learmont & Co., Montreal.  
The Dennis Wire & Iron Works, London, Ont.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Hamilton.  
North Bros. Mfg. Co., Philadelphia.  
Richards-Wilcox Canadian Co., Ltd., London, Ont.  
Stanley Rule & Level Co., New Britain.  
The L. S. Starrett Co., Athol, Mass.

## Builders' Hardware

Canada Steel Goods Co., Ltd., Hamilton.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Goodell-Pratt Co., Greenfield, Mass.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Richards-Wilcox Canadian Co., Ltd., London, Ont.  
The Stanley Works, New Britain, Conn.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

## Building Paper

Bird & Son, Hamilton.  
Roofers Supply Co., Ltd., Toronto.

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Pedlar People, Ltd., Oshawa.

## Burlap

G. F. Stephens & Co., Winnipeg.

## Burrs

Parmenter & Bulloch Co., Gananoque.  
The Stanley Works, New Britain, Conn.  
The Steel Co. of Canada, Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

## Butts

Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Butts and Hinges

Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Butts, Spring

Chicago Spring Butt Co., Chicago.

## Calipers

L. S. Starrett Co., Athol, Mass.

## Camp Furniture

J. Pickles, Winnipeg.

## Cans

Thos. Davidson Mfg. Co., Montreal.

## Carriers, Manure

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

## Carriers, Cash and Parcel

Gipe-Hazard Store Service Co., Toronto.

## Canada Plates

Dominion Sheet Metal Co., Hamilton.  
A. C. Leslie Co., Montreal.  
Roofers Supply Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

## Carpet Sweepers

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

## Cartridges

Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

## Cash Registers

McCaskey Systems, Ltd., Toronto.

## Casseroles

Canadian Wm. A. Rogers, Ltd., Toronto.  
Landers, Frary & Clark, New Britain, Conn.

## Cattle and Trace Chains

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Ceilings, Metal

Metallic Roofing Co., Toronto and  
Winnipeg.  
Pedlar People, Ltd., Oshawa.  
Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

## Cement, Liquid

Can. H. W. Johns-Manville Co., Ltd.,  
Toronto.

## Chafing Dishes

Landers, Frary & Clark, New Britain,  
Conn.

## Chamois, Sponges

Universal Sales Co., Montreal.

## Chain Drills

Goodell-Pratt Co., Greenfield, Mass.  
North Bros. Mfg. Co., Philadelphia.

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The Andrew B. Hendryx Co., New  
Haven, Conn.  
McKinnon Chain Co., St. Catharines.

## Chain, Trace, Logging, Halter, Dog Leads, Agricultural

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Chains

B. J. Coghlin, Montreal.  
Greening, B., Wire Co., Hamilton.  
The Andrew B. Hendryx Co., New  
Haven, Conn.  
McKinnon Chain Co., St. Catharines.

## Chisels

Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield, Mass.  
Stanley Rule & Level Co., N. Britain.

## Churns, Hand Power

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cummer-Dowsell, Ltd., Hamilton.

## Clamps, Rack

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

## Clippers, All Kinds

American Shearer Mfg. Co., Nashua,  
Crescent Mfg. Co., New York, N.Y.

## Clocks

The Western Clock Co., La Salle, Ill.

## Clothes Pins

Wm. Cane & Sons Co., Newmarket.  
Meakins & Sons, Hamilton.  
Walter Woods & Co., Hamilton.

## Clothes Driers

Cummer-Dowsell, Ltd., Hamilton.  
McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford,  
Ont.

## Clothes Line

R. Bird & Co., Crewkerne, Eng.  
Hamilton Cotton Co., Hamilton, Ont.

## Clothes Reels

Cummer-Dowsell, Ltd., Hamilton.

## Clothes Wringers

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cummer-Dowsell, Ltd., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Walter Woods & Co., Hamilton.

## Coal Chutes

The Dennis Wire & Iron Works,  
London, Ont.  
Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

## Coffee Percolators

Landers, Frary & Clark, New Britain.

## Colors, Dry

W. B. Bate & Co., Toronto.  
Canada Paint Co., Montreal.  
Allan Munro Color Co., Montreal.  
The Ottawa Paint Works, Toronto.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Ltd., Montreal.  
G. F. Stephens & Co., Winnipeg.



# Canadian National Exhibition

## Aug. 26—TORONTO—Sept. 11

**"A little bigger; a little better."**

**Federation of the Empire. 1,200 Performers. 400 Musicians.**

Gorgeoûs spectacle, symbolizing and epitomizing Imperial solidarity, power and cohesion. Mammoth scenic reproduction of British Houses of Parliament, Westminster Abbey and the War Office.

WAR—on land, in the air, on and under sea.

Scenes that have thrilled the world, re-enacted by Overseas troops. Model camp; trench warfare.

Anmer, the King's horse. Acres of manufactures. Glorious agricultural exhibits. Government exhibits and practical farm demonstrations.

---

WANTED—HARDWARE CLERK OF GOOD appearance and address—one who is competent to take charge in absence of proprietor and otherwise fill the position of head clerk; must be accustomed to cutting and handling glass; salary \$20.00 per week; references required. Box 294, Hardware and Metal.

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The above advertisement, inserted in last week's issue of Hardware and Metal, has already pulled over 20 replies.

As Hardware and Metal reaches practically ever Canadian hardware store, and is of interest only to the hardware trade, it is surely logical to expect that an advertisement designed to reach anybody connected with the Canadian hardware trade should bring best results when inserted in Hardware and Metal.

This advertisement cost only \$1.09, including charge for Box Number.

*If interested, tear out this page and keep with letters to be answered.*



## CLASSIFIED LIST OF ADVERTISEMENTS

**Cold Rolled Strip Steel**

The Stanley Works, New Britain.

**Collection Agency**

Assignees Agents, Limited, Toronto.

**Compasses**

Marble Arms & Mfg. Co., Gladstone, Mich.

**Conductor Pipe**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Coping Saws**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cord, Wire Picture**

The Andrew B. Hendryx Co., New Haven, Conn.

**Cordage**

Hamilton Cotton Co., Hamilton.

**Cornices, Metal**

Metallic Roofing Co., Toronto, Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Corrugated Fasteners**

The Stanley Works, New Britain.

The Steel Co. of Canada, Limited, Hamilton.

**Corrugated Iron**

Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

Wheeler & Bain, Toronto.

**Corrugated Aluminum**

The British Aluminum Co., Ltd., London, Eng.

**Cow Stalls and Stanchions**

**Bull and Calf Pens.**

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

**Cow Ties**

Greening, B., Wire Co., Hamilton.

McKinnon Chain Co., St. Catharines.

**Cranes, Hand Power**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Cranes, Overhead Travelling**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Crate Openers**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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**Culverts**

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

**Cuspidors**

Thos. Davidson Mfg. Co., Montreal.

**Cutlery, Razors, Scissors, Etc.**

Acme Shear Co., Bridgeport, Conn.

Canadian Wm. A. Rogers, Ltd., Toronto.

Caverhill, Learmont & Co., Montreal.

Crookes, Jonathan, & Son.

Geneva Cutlery Co., Geneva, N.Y.

Howland, H. S., Sons & Co., Toronto.

Hutton, Jas., & Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Marble Arms & Mfg. Co., Gladstone, Mich.

McGlashan, Clarke Co., Ltd., Niagara Falls.

Oneida Community, Ltd., Oneida, N.Y.

Geo. Westenholm & Son, Sheffield, Eng.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

**Derricks**

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Continental Oil Co., Winnipeg.

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**Dies**

Pratt & Whitney Co., Dundas, Ont.

**Door Bolts**

The Stanley Works, New Britain.

**Door Checks**

Wm. Newman & Sons, Birmingham.

**Door Hangers**

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Cushman Motor Works, Winnipeg, Man.

Myers, F. E., & Bro., Ashland, O.

Richard Wilcox Canadian Co., London, Ont.

The Stanley Works, New Britain.

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Chicago Spring Butt Co., Chicago, Ill.

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**Drills**

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**Draw Pulls**

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**Drills, Brick and Stone**

Whitman & Barnes Mfg. Co., St. Catharines.

**Dry Batteries**

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Canadian Carbon Co., Ltd., Toronto.

Interstate Electric Novelty Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

The Maytag Co., Ltd., Winnipeg.

Northern Electric Co., Ltd., Montreal.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Electric Heating Specialties**

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Renfrew Electric Co., Ltd., Renfrew.

**Electric Fixtures**

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Jas. Morrison Brass Mfg. Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

Northern Electric Co., Ltd., Montreal.

Renfrew Electric Co., Ltd., Renfrew.

Tallman Brass & Metal Co., Hamilton.

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Landers, Frary & Clark, New Britain.

Northern Electric Co., Ltd., Montreal.

Renfrew Electric Co., Ltd., Renfrew.

**Electric Tools**

John Oakey & Sons, Ltd., London, Eng.

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John Oakey & Sons, Ltd., London, Eng.

**Emery Cloth**

John Oakey & Sons, Ltd., London, Eng.

G. F. Stephens & Co., Winnipeg.

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**Emery Wheels**

American Grinder Mfg. Co., Milwaukee, Wis.

John Oakey & Sons, Ltd., London, Eng.

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Berry Bros., Walkerville, Ont.

Canada Paint Co., Montreal.

Dongall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Montreal.

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Pratt & Lambert, Bridgeburg, Ont.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Montreal.

G. F. Stephens & Co., Winnipeg.

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**Fanlight Gear**

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**Fasteners, Storm, Sash and Screen**

Stanley Works, New Britain, Conn.

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Frost Steel & Wire Co., Ltd., Hamilton.

MacGregor-Banwell Fence Co., Walkerville, Ont.

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A. Ramsay & Son Co., Montreal.

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Nicholson File Co., Port Hope.

Simonds Canada Saw Co., Ltd., Montreal.

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Marble Arms & Mfg. Co., Gladstone, Mich.

Remington Arms U.M.C. Co., Windsor.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Fire Clay**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pedlar People, Oshawa, Ont.

The Stanley Works, New Britain.

Richard Wilcox Can. Co., London.

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Canada Wire & Iron Goods Co., Hamilton.

Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Canada Wire & Iron Goods Co., Hamilton.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Frost Steel & Wire Co., Ltd., Hamilton.

The Steel Co. of Canada, Ltd., Hamilton.

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Trimont Mfg. Co., Roxbury, Mass.

The Stanley Works, New Britain, Conn.

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American Grinder Mfg. Co., Milwaukee, Wis.

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**Hand Screws**

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F. E. Myers & Bros., Ashland, Ohio.

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The Steel Co. of Canada, Ltd., Hamilton.

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Metallic Roofing Co., Toronto and  
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Wheeler & Bain, Toronto.

**Hooks, Moulding**

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Canadian Consolidated Rubber Co., Montreal.

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Canadian Consolidated Rubber Co., Montreal.

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Wm. Crane & Sons Co., Newmarket, Ont.

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North Bros. Mfg. Co., Philadelphia.

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North Bros. Mfg. Co., Philadelphia.

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Stratford Mfg. Co., Ltd., Stratford.

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A. Ramsay & Son Co., Montreal.

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Richards-Wilcox Canadian Co., Ltd.,  
London, Ont.

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Ont.

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Conn.

Marble Arms & Mfg. Co., Gladstone,  
Mich.

Geo. Wostenholm & Sons, Sheffield,  
Eng.

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Conn.

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N.S.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen  
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Roofers Supply Co., Ltd., Toronto.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion, when Box Number is required. Each figure counts as one word.

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**EXPERIENCED HARDWARE MAN AND** accountant wishes position with Ontario retail firm, with object of securing interest in business. Apply Box 298, Hardware and Metal. (32)

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**SUPERINTENDENT FOR FACTORY EM-**ploying 150 men. Must be graduate mechanical engineer with practical experience in factory management. We have a modern plant and a growing business. None but Canadians or Americans with Canadian experience need apply. Box 297, Hardware and Metal. (tf)

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**EXPERT HARDWARE MAN, SIXTEEN** years' experience, capable of taking charge, ad. writer, sales manager, special sale work, open to accept position. For particulars address Box 296, Hardware and Metal. (34)

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**SET OF NO. 80 BEAVER STOCKS AND DIES** and cutters, 4 to 8 inches. Set of Toledo 2 to 4, with cutters, both sets of ratchets. Will sell reasonable. Box 295, Hardware and Metal, Toronto.

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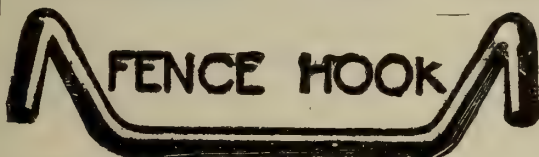
**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-**stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.



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Genuine Preparation  
for cleaning Cutlery

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and Flint Cloths and Papers, etc.

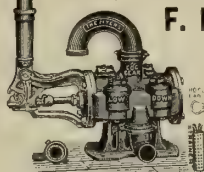
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The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

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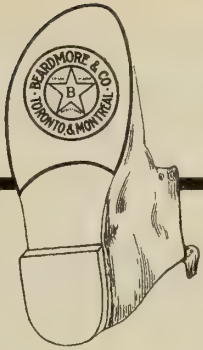
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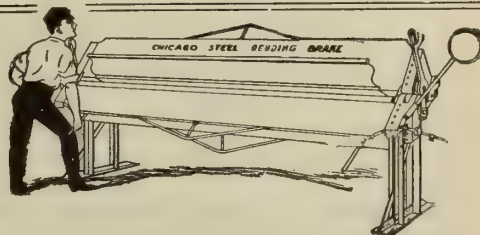
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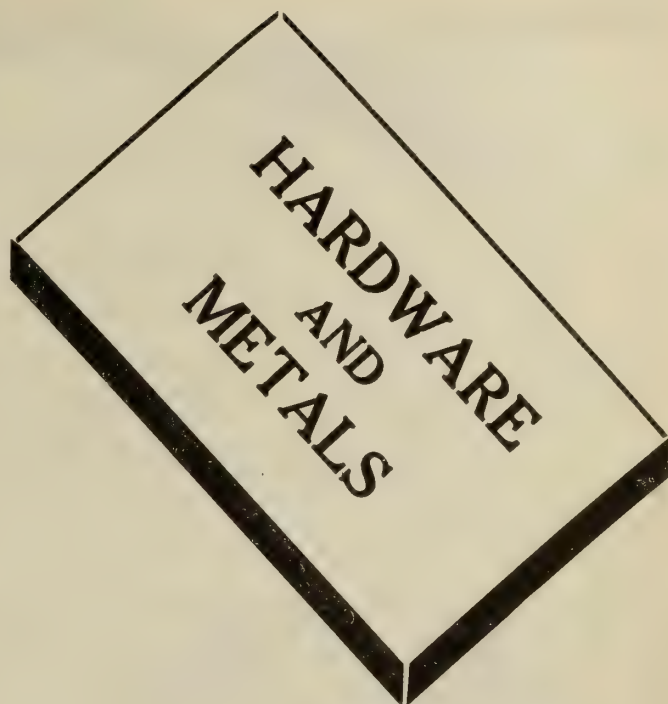
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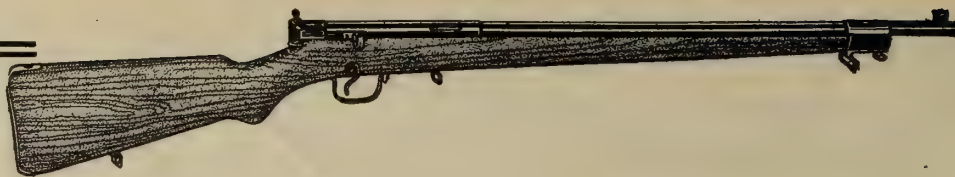
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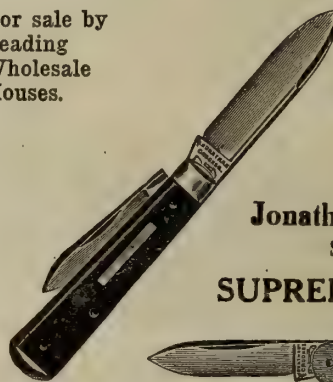
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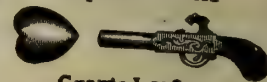
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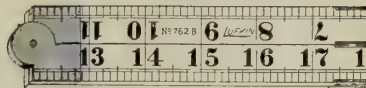
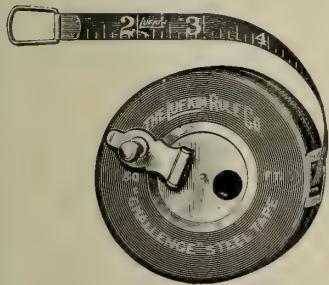
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**WINDSOR, ONT.**

**LUFKIN** GOODS

can give you the very best of service and satisfaction.  
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR  
ACCURACY AND FAULTLESS SERVICE  
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

## TINKER TOM'S TALKS

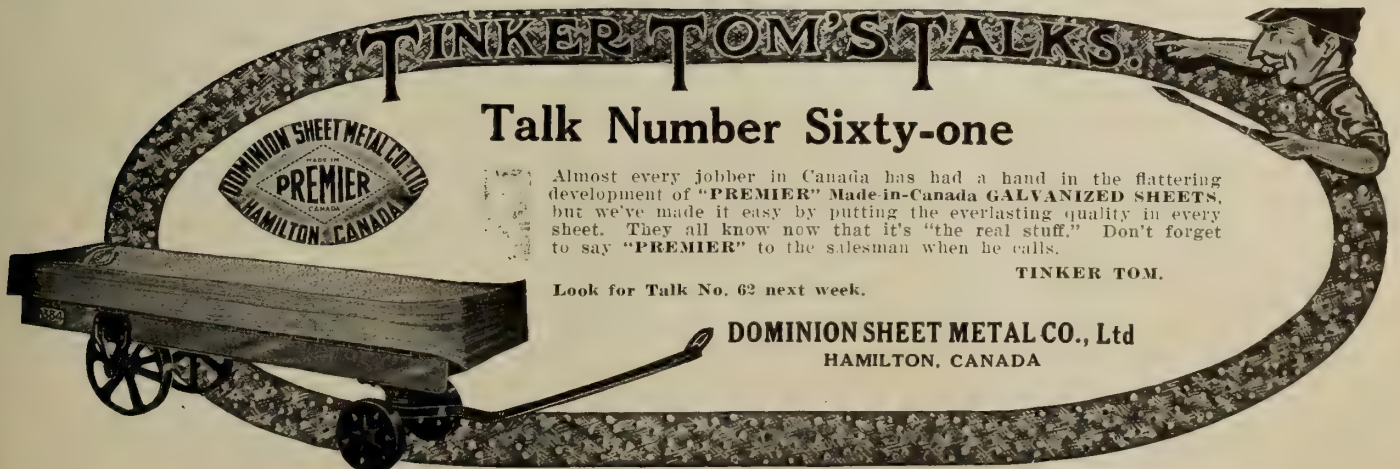
### Talk Number Sixty-one

Almost every jobber in Canada has had a hand in the flattering development of "PREMIER" Made-in-Canada GALVANIZED SHEETS, but we've made it easy by putting the everlasting quality in every sheet. They all know now that it's "the real stuff." Don't forget to say "PREMIER" to the salesman when he calls.

TINKER TOM.

Look for Talk No. 62 next week.

**DOMINION SHEET METAL CO., Ltd**  
HAMILTON, CANADA







## Increasing Hardware and Sporting Goods Sales

You are undoubtedly familiar with the extensive national campaign in behalf of game farming which we are conducting.

Perhaps you have asked yourself the questions that some people have asked us, "Why are you spending thousands of dollars to push game farming? How will you benefit by it? How will the trade benefit by it?"

It may seem indirect. It *is* indirect but the benefit, great benefit, both for the sportings goods and hardware trades and for ourselves will come. It is already coming in much greater proportions than we expected at this early date.

We are doing our part to populate this country with game birds—to bring back the days of fifty years ago when game was so plentiful and hunting was indulged in not by a few but by nearly every able bodied man and boy.

You see where we come in don't you? And don't you come in through the same door?

Our efforts have been more than successful. Just three months after the campaign started a large game breeder dealing in birds and eggs wrote us:

*"During the last three months the country seems to have gone crazy over game farming. Had we them to sell we could have disposed of over 10,000 more eggs."*

And this brings up another point of interest to you. Every man (and there are many of them) who starts a game farm buys supplies—chicken wire, nails, screens, hardware, lumber. Here's where you come in again.

Yes, it is indirect, but isn't it worth while—for you, for us, and for the country as a whole, for every man, woman and child in the United States.

There are many ways in which you can help the game farming movement along. Won't you write and ask about them and let us tell you more fully, just how game farming can be made to increase your sales.

### **HERCULES POWDER CO.**

9 WEST 11th STREET

Wilmington, Delaware

When you order loaded shells please specify Infallible and "E. C." Smokeless Powder.





# HARDWARE<sup>AND</sup> METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 33

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Aug. 12

1916

## PLANNING AHEAD

Every important move in the present allied offensive was planned many weeks in advance.

In the same way, you can plan your Fall Selling Campaign well in advance. By faithfully working out this plan in all the departments of your store, you will find your sales and your profits much larger than if you had followed haphazard methods.

The Annual Fall Number has been designed to give you very practical assistance in working out your plans for Fall and Winter. It will pay you to study this number carefully and frequently.

The advertising pages alone will give you information worth many dollars.

Watch for this number on August 19.



# YOUR STORE

## Stop Look Come in

**Y**OU'RE not making the most of your opportunity for summer sales unless your windows wear the vacation dress. With hundreds of people going out of town there are hundreds of opportunities to sell these folks their vacation needs.

Now, while trade lags in other lines, put up an Eveready Vacation Window Display and turn the passing footsteps into your store.

*Remember, there's never a looser purse than the vacation purse.*

Sign and mail the attached coupon now. The trim and display cards will be dispatched by return mail.

CANADIAN NATIONAL CARBON CO., LIMITED  
TORONTO, ONTARIO

# EVEREADY

## SAFETY LIGHTS

Send me  
full details  
of your free display and sales  
helps, also your proposition to dealers.

Name .....

Address .....





**"P.&W.  
Co."**

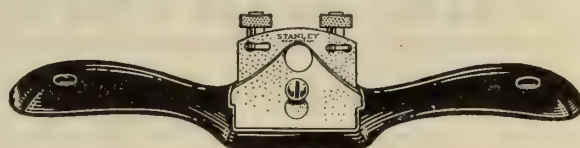
**PRECISION  
QUALITY  
DELIVERY**

*Guaranteed*

*If your jobber cannot supply you, WRITE US DIRECT.*

**Pratt & Whitney Company**  
of Canada, Limited  
Dundas, Ontario, Canada  
MONTREAL  
723 Drummond Bldg.  
VANCOUVER  
609 Bank of Ottawa Bldg  
WINNIPEG  
1205 McArthur Bldg.

**Stanley  
Tools**



### Stanley Adjustable Spoke Shaves

These new and improved Spoke Shaves have a Lever Cap fastening the cutter in such a manner as to bring an even pressure on the cutting edge.

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutters are made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

Made in two styles—one with raised and the other with straight handles.

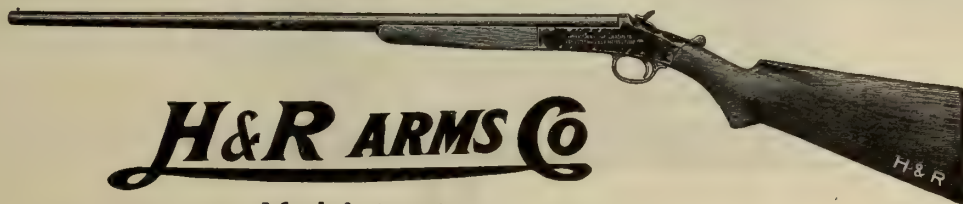
No. 151—Raised Handle, 10 in. long, 2 1/8 in. Cutter. Per doz. ....\$6.00

No. 152—Straight Handle, 10 in. long, 2 1/8 in. Cutter. Per doz. .... 6.00

**STANLEY RULE & LEVEL CO.,  
NEW BRITAIN, CONN. U.S.A.**

## A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



**Model 1915**

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4 3/4 pounds.

24 Gauge, 28 or 30 inch Barrel  
28 Gauge, 26 or 28 inch Barrel  
.45 Caliber, 26 inch Barrel  
.44 Caliber, 26 inch Barrel  
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

**Harrington & Richardson Arms Company**

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

*If interested, tear out this page and keep with letters to be answered.*



# The Universal Bread Maker

WAS THE ORIGINAL BREAD MAKER  
AND IS STILL THE BEST

BEST MADE——BEST KNOWN——BEST SELLER

It has found its way into thousands of Canadian Homes and has made a friend of every user. It pays to sell the reliable and best-known Brands—pays in profits and pays in satisfied customers.



## UNIVERSAL Bread Makers

Mix and knead perfect bread in three minutes. Sanitary in that the hands do not touch the dough. Makes better bread than can be made by hand. Four sizes from two to ten loaves.

Write to your jobber for prices or direct us.

**UNIVERSAL** **Landers, Frary & Clark** **UNIVERSAL**  
New Britain, Conn., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., MONTREAL

*If interested, tear out this page and keep with letters to be answered.*



# INFANTILE PARALYSIS

What are YOU going to do about it - - - ?

Never has a more dastardly crime been fastened on the common housefly than the present scourge of Infantile Paralysis which is claiming so many little victims in and about New York City.

And the most appalling feature of the epidemic is its baffling persistency—its mysterious “spreading power”—its apparently uncontrollable method of traveling from child to child, from house to house, and from town to town. Your community—*every* community—is in the danger zone!

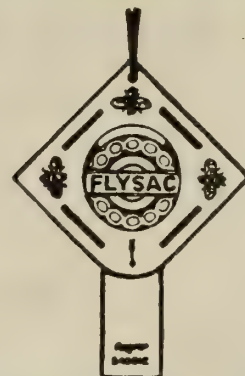
Circumstantial evidence certainly convicts the domestic fly. He has long been known as the carrier of disease, the enemy of man for all time!

His latest offence, at any rate is bound to make Fly-killing devices sell easily and fast. Public rage is at buying heat.

Let us help you make most of this opportunity. We carry a complete assortment. Send in your order to-day.



Twisted Tin Wire Handle, 12 mesh Black Wire Cloth Body, with edges turned under. Body  $4\frac{1}{2} \times 4\frac{1}{4}$  in.



Flysac.

The best tape fly-catcher made. Tape pulls out to 27 inches,  $\frac{3}{4}$  inch wide. Evenly and thickly coated with a sure-catching gum.



Tanglefoot Fly Paper.

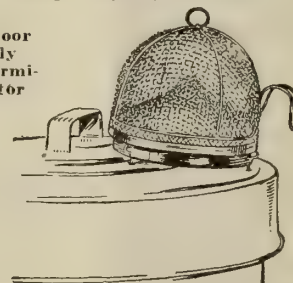
Economical and Sanitary. Always a good seller. It doesn't let the flies get away to fall into food dishes. Size sheets, 9x16 inches.



Balloon Fly Trap.

Tinned Wire Body, Tin Bands, Red Stained Wood Bottom. Height  $6\frac{1}{2}$  in., diam.  $5\frac{1}{4}$  in.

Outdoor Fly Exterminator



Catches them in their breeding places. Can be set on shelf or table, fastened to garbage can or barrel. Brass Plated Wire Body. Brass Plated Tin Bottom. Height, 5 in., diam.  $4\frac{1}{4}$  in.

## LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

*If interested, tear out this page and keep with letters to be answered.*

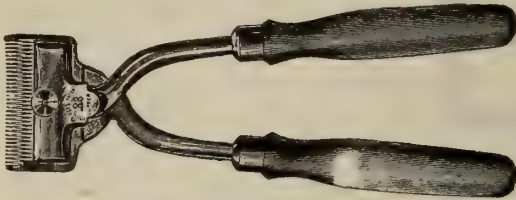


# PRIEST'S HORSE and TOILET CLIPPERS

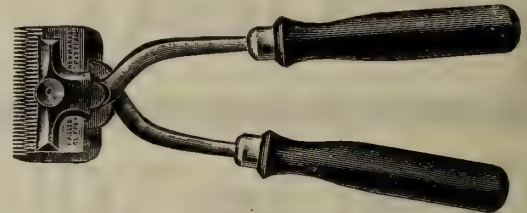
## Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

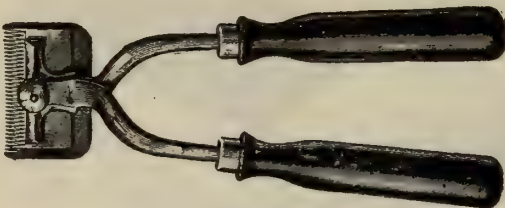
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



**BALL BEARING**  
Retailing at about \$2.50.



**NEW MARKET PATTERN**  
Retailing at about \$1.75.



**LENOX**  
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



**Hunter, Fetlock and Dog Clipper**  
Retailing at about \$1.50.

### A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

OFFICIAL  
AWARD  
RIBBON



PANAMA PACIFIC  
INTERNATIONAL  
EXPOSITION  
SAN FRANCISCO  
1915

*Charles H. MacFarlane*  
PRESIDENT

*John G. Barker*  
PRESIDENT OF THE SUPERIOR JURY

*John G. Barker*  
DIRECTOR OF EXHIBITS

*Octo Pembach*  
SECTY OF THE INTERNATIONAL  
AWARD SYSTEM

**MEDAL  
OF  
HONOR**

DEPARTMENT OF  
MANUFACTURES AND  
VARIED INDUSTRIES

*Charles H. MacFarlane*  
CHIEF

## TRIMO TOOLS



**Nut with Nut Guards**

**B**E sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG  
NO. 55.

### TRIMONT MFG. CO.

55-71 Amory Street  
Roxbury, Mass.  
U.S.A.



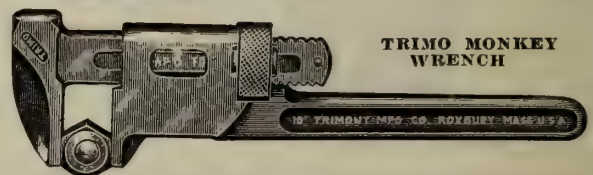
**TRIMO PIPE WRENCH  
WOOD HANDLE**



**TRIMO PIPE WRENCH  
STEEL HANDLE**



**TRIMO PIPE CUTTER**



**TRIMO MONKEY  
WRENCH**



**TRIMO CHAIN WRENCHES**

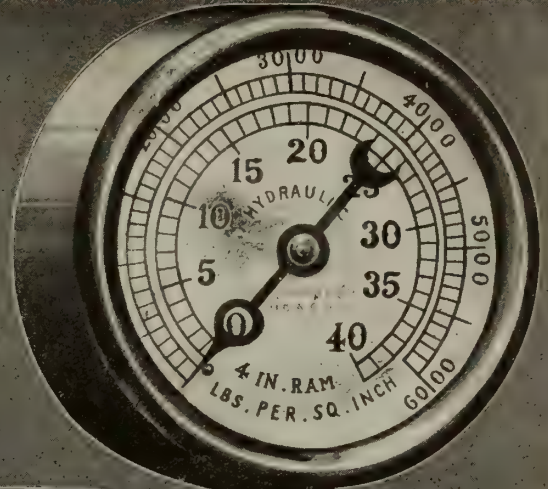


**WITH FLAT-LINK OR CABLE CHAIN**

If interested, tear out this page and keep with letters to be answered.



# The Pressure Gage Measures The Machinists Accuracy



## What 1-1000 Inch Means in Tons Pressure

IN fitting any press-on job, the amount of pressure is the limiting factor. The specifications call for a certain pressure. A variation of 1-1000 of an inch means a variation of tons of pressure and a return of the job to the lathe for refitting.

Accuracy in measuring forced fits saves much in shop costs and adds to the value of the workman. The machinist who uses

## Starrett Tools and Instruments of Precision

rarely has a job come back for refitting. For accuracy, ease, speed and permanence of adjustment these instruments are known by every expert

machinist and engineer in the world and recognized as standard. Starrett headquarters is the buying center for skilled workmen. We deal direct with hardware stores.

Write for free catalog No. 21-MA.

THE L. S. STARRETT CO., ATHOL, MASS.

"The World's Greatest Tool Makers"

LONDON

NEW YORK

CHICAGO



*If interested, tear out this page and keep with letters to be answered.*





ROTARY VENTILATORS are the only really efficient ventilators made. They draw the bad air out. We are selling these as fast as we can produce them. Order yours now. Any size. Efficient, noiseless, economical.

We also make Eavestrough, Conductor Pipes, Elbows, Valley, Ridge Roll, Skylights and Corrugated Iron.

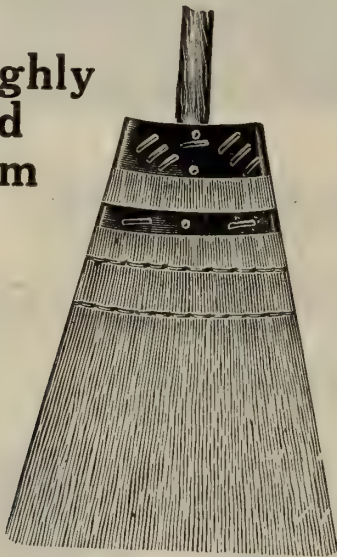
*We are the quick shippers — orders always shipped same day as received.*

**WHEELER & BAIN**

179 KING EAST  
108 GEORGE STREET

**TORONTO**

**A  
Thoroughly  
Good  
Broom**



**Stock  
This  
New  
Line**

Patented

**KEYSTONE**

**STAPLED METAL CASE BROOM**

Notice the solid construction throughout. The Broom cannot be pulled or broken from heavy Maple handle, nor can the corn become broken or cut at shoulder. The best broom for heavy work ever made in Canada.



*Write for prices, etc.*

**STEVENS-HEPNER CO., LIMITED,**  
Port Elgin, Ont.

☐ The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

## More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

**The R. McDougall Co., Limited**  
GALT, CANADA

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**  
Manufacturers of Lumber Tools  
**PEMBROKE - - - ONTARIO**

MADE IN  
CANADA



It's a Pink anyway you take it, and it's the best Peavey made.



# "It Pays To Advertise"

Thus ends a Plymouth dealer's letter in which he states, "We have the sample hanging close to our coils of rope and have no trouble in getting from 1 to 2 cents a lb. more for the rope than we could before."

The hank of Manila fiber referred to and shown here is one feature of the effective advertising service we furnish free to Plymouth dealers. If you sell Plymouth Rope, this advertising will help you to sell more.



**PLYMOUTH CORDAGE COMPANY**  
NORTH PLYMOUTH, MASS. WELLAND, CANADA  
**INDEPENDENT CORDAGE CO., LIMITED**  
TORONTO, CANADA CANADIAN SALES AGENTS





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges.....	" " "	SC 904
Heavy Strap Hinges.....	" " "	SC 209
Heavy Tee Hinges.....	" " "	SC 609

Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.

Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

## North Star

You know it signifies STEADFASTNESS. It is the Star that guides—sets courses right. The name was chosen for our battery because of its significance. The NORTH STAR IGNITION BATTERY is faithful to its friends. Thousands of users rely on it implicitly. Experience has taught them to hitch their ignition work to the NORTH STAR.

Try a set made up half North Star and half of any other brand. You too will learn there is no better battery—and that THE NORTH STAR is

**“The Western Battery for the  
Western Need”**

GET THEM FROM YOUR JOBBER.

**CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA**





Quality



Service

# The Steel Company of Canada, Limited

## PRODUCTS

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
Top Goods, Etc.

### WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered Liquor  
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire  
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### WROUGHT PIPE


Black and Galvanized Nipples and Couplings.

### SCREWS



Wood and Machine Steel, Brass and Bronze.

### LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty.



# The Steel Company of Canada, Limited



HAMILTON TORONTO

MONTREAL

WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*



# WIRE NAILS

All Standard and Special Gauges

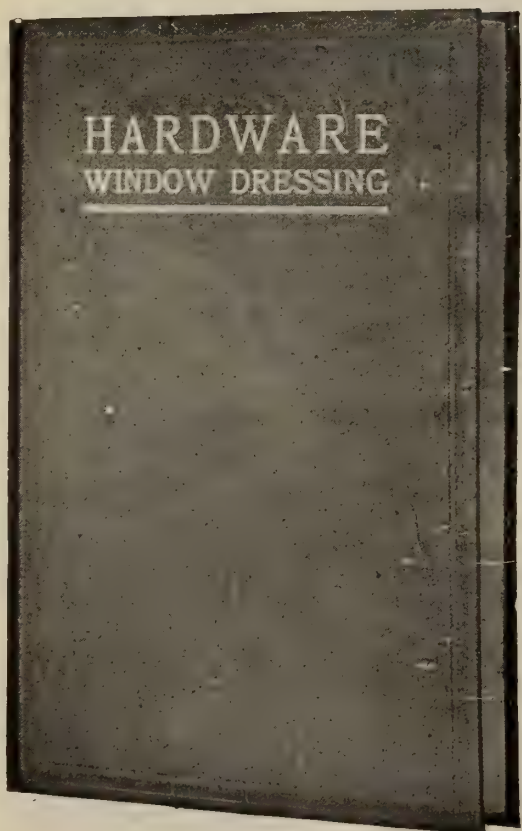
## Nail Wire Rivet Wire

Oiled and Annealed Wire — Galvanized Wires—Plain, Barbed and Coiled Spring.

SHIPMENT FROM STOCKS AT  
MONTREAL—TORONTO and HEAD OF LAKES

### Dominion Iron & Steel Company, Ltd.

SYDNEY, N.S.; MONTREAL, QUE.;  
TORONTO, ONT.



## You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

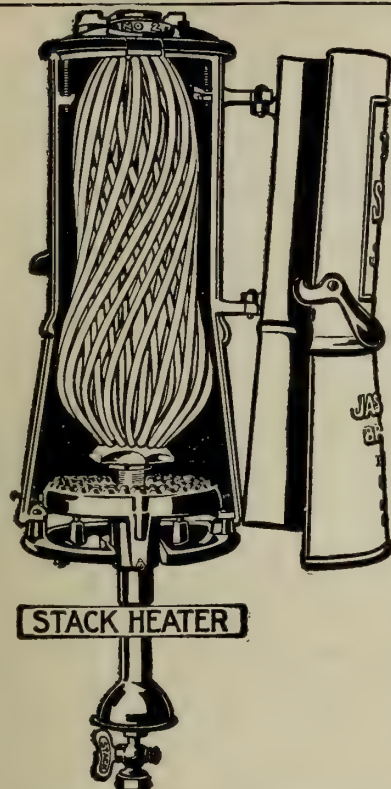
256 Pages      8x11 Inches      300 Illustrations  
Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

**Technical Books, 143-153 University Ave., Toronto**

*If interested, tear out this page and keep with letters to be answered.*





# STACK FACTS

**From Recent Tests Made by Various Gas Light Companies**

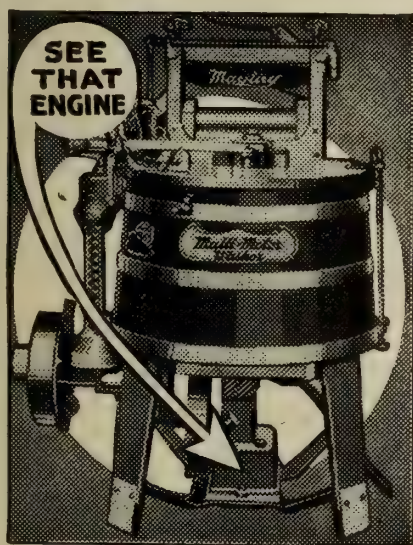
The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

**James Morrison Brass Mfg. Co., Limited**  
93-97 Adelaide Street West, TORONTO



The Maytag Multi-Motor Washer Complete with Engine and Swinging Wringer.

Have YOU joined the army of wide-awake dealers who are handling our line of washers?

The Maytag Hand Power Washer Makes Easy the Heaviest Family Washing.



In addition to the above are two other washers, "The Maytag Power" equipped with pulley to be run with separate engine, and "The Maytag Electric" which are the

## Four Best Washing Machines in the World

Write for prices and particulars re exclusive contract and do it to-day—NOW.

**The Maytag Company, Limited, Winnipeg**

*If interested, tear out this page and keep with letters to be answered.*



## **Stephen Leacock**

contributes an article "Is Permanent Peace Possible?"—an excellent summary of conditions governing international relations.

## **Robert W. Service**

supplies another of his wonderful war poems "The Flowers," written at the front, where he is driving a motor ambulance.

## **Agnes C. Laut**

writes on "Business--and the Fatal Spiral," an excellent article dealing with a serious condition in business which has developed.

## **Arthur Stringer**

## **Arthur E. McFarlane**

## **L. M. Montgomery**

These three well-known Canadian authors give brilliancy and distinction to the fiction contents.

## **H. F. Gadsby**

contributes an article on Dr. Michael Clark, M.P., the Free Trade advocate of the Commons.

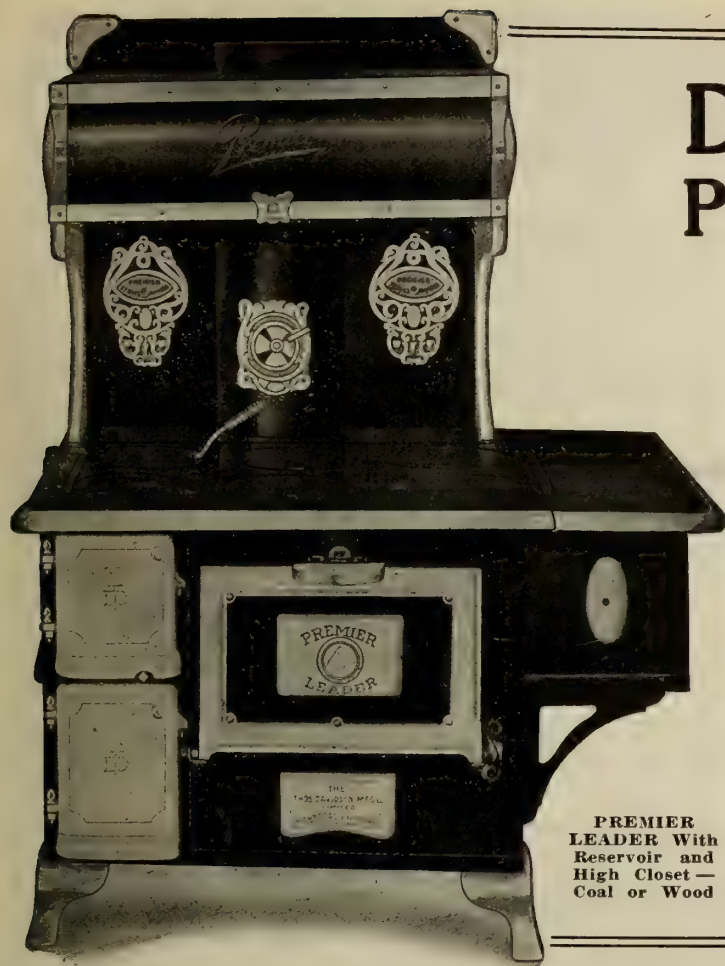
All in the August issue of MacLean's Magazine, together with a dozen other features, and the Review of Reviews department. Get a copy at your news-stand, or, better still, send in your subscription. Yearly subscription price, \$1.50.

# **August MacLean's**

Now on sale at all News Stands—15 cents the copy.

**The MacLean Publishing Co., Limited,  
143-153 University Ave., Toronto**





# DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.  
Company, Limited**

Toronto

MONTREAL

Winnipeg

**PREMIER  
LEADER With  
Reservoir and  
High Closet —  
Coal or Wood**

## STEEL AGENTS WANTED

*For Whole or any Portion of Canada and U.S.A., for  
Our Specialties in the following:*

**Tool Steels**

**High Speed Steels**

**Nickel Chrome Steels**

**Chrome Steels**

**Chrome Vanadium Steels**

**Manganese Steels**

**Silicon Steels**

**Rustless Steels**

**Magnet Steels**

**Ball Bearing Steels**

**SPEAR & JACKSON, LIMITED**

AETNA WORKS

:

:

SHEFFIELD, ENGLAND

*If interested, tear out this page and keep with letters to be answered.*





## FLASHLIGHTS

### Increase Your Sales

The demand for FRANCO FLASHLIGHTS is bound to be bigger than ever this summer. Everybody will want one. Are you prepared to get your share of this business? It will pay big. The renewal business, too, on FRANCO Radio Batteries and FRANCO Radio Tungsten Lamps will be mighty profitable.

#### FRANCO FLASHLIGHTS

are proving a big paying proposition to the thousands of live dealers all over the United States and Canada. Every FRANCO FLASHLIGHT is definitely guaranteed to give your customers definite satisfaction.

Profits are large and steady—your initial investment is small. We have a special introductory proposition which is bound to interest you. Send for it now.

CATALOGUE MAILED ON REQUEST.

**Interstate Electric Novelty Co.  
of Canada, Limited**

220 King Street West - Toronto, Ontario

Awarded Gold Medal Panama-Pacific Exposition

A good profit-maker for  
your Auto-Accessory  
Department.

## ADAMSON Vulcanizers

FOR TUBES AND CASINGS.  
The tire is repaired without de-  
flating or removing it from the  
car.

Absolutely automatic.

Place the patch—attach the vul-  
canizer, put in gasoline—light  
it. No further attention is re-  
quired. It can't burn, scorch  
or injure tube or casings. It  
can't fail to do its work. So  
simple anyone can operate it.

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Saves 90% of "Tire Troubles."

#### ADAMSON REPAIR GUM

Essential in the  
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Adamson vul-  
canizers to obtain the  
best results. Its  
exclusive qualities  
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are a guarantee  
against failure.

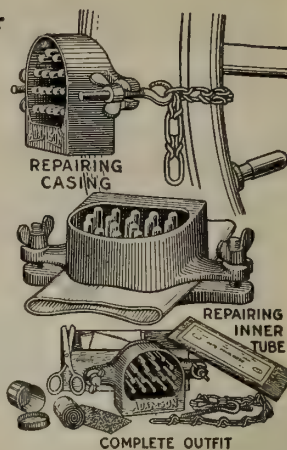
No cement is nec-  
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THE ONLY VULCANIZER MADE IN CANADA

Same discounts, same list prices as in U.S.

**ADAMSON MANUFACTURING CO.**  
67 Bay Street North, HAMILTON, ONT.



Model "U"

## MENDETS

A PATENT PATCH



The only de-  
vice manufac-  
tured that will  
positively  
mend granite  
ware, hot  
water bottles,  
and all cook-

ing utensils without the use of  
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**Collette Manufacturing Co.**

Collingwood, Ontario

## BUFFALO BRAND



## Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which  
are not sold direct to consumers.

The **ONLY** firm who protects the Dealer  
in this way is

**Prairie City Oil Company, Ltd.**  
WINNIPEG, MAN.

Place your order with the one and only firm who has  
your interests at heart, and protects you in this way.

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*"Quality METALLIC First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

We are selling

## M-R-CO. Die-Stamped Eavetrough

to scores of men who formerly made their own trough. Why do they buy it? Simply because

they find it saves them money!



The joints fits as though they grew together. Saves two-thirds of the labor and one-half of the solder. And there are fewer joints, too, because M-R-Co. Die-Stamped is made in 20 foot lengths. Correct Shape.

TRY "DIE-STAMPED" ONCE—YOU WILL NEVER GO BACK TO THE OLD KIND

M-R-Co. pipe is straight and true with a wide, tight seam

# The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG



No. 1971C



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No. 2000

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**GEO. WOSTENHOLM & SON**

Sheffield, England

The most popular brand of high-grade cutlery sold in Canada.  
All I·XL Cutlery is fully guaranteed.

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All Leading Jobbing Houses



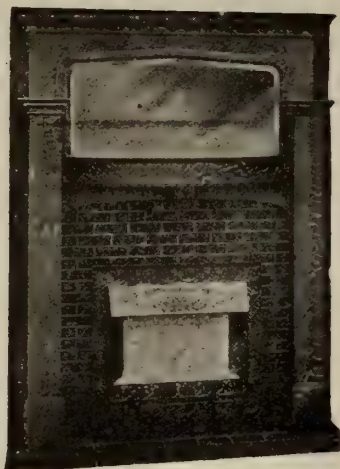
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A. MACFARLANE & COMPANY, LIMITED, Montreal, Canadian Representatives





## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us. It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**  
9 and 11 Pitt St. East, Windsor, Ont.



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## For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

### FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. "IDEAL" is made as represented. EVERY PURCHASER IS A SATISFIED CUSTOMER.

### The "IDEAL" SPECIAL SALES PLAN

allows you to compete with "Mail-order-houses." No investment—no handling—no collections. You make a profit on every sale. You retain and strengthen your connection with the farmer.

Full particulars sent on request.

**The McGREGOR-BANWELL FENCE CO., Ltd.**  
WALKERVILLE, ONT.

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.



## THE WHITE MOP WRINGERS

*Excel*

because they wring dry, easily, quickly, neatly and perfectly.

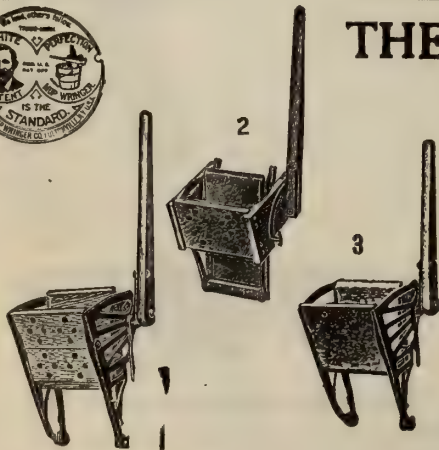
Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

*Apply to them or to us.*

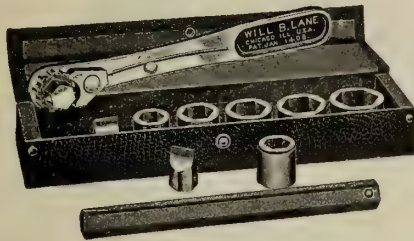
**WHITE MOP WRINGER CO.**  
FULTONVILLE, N. Y.



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## LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

**THE FORD SET Contains:**—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, **SIX SOCKETS** to fit all nuts and bolt heads on Ford car, including the cylinder head.



**STANDARD SET Contains:**—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from  $\frac{1}{4}$  to  $\frac{1}{2}$  in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to  $\frac{3}{8}$  in.

WRITE FOR PRICES.

### WILL B. LANE

180 North Dearborn Street

CHICAGO

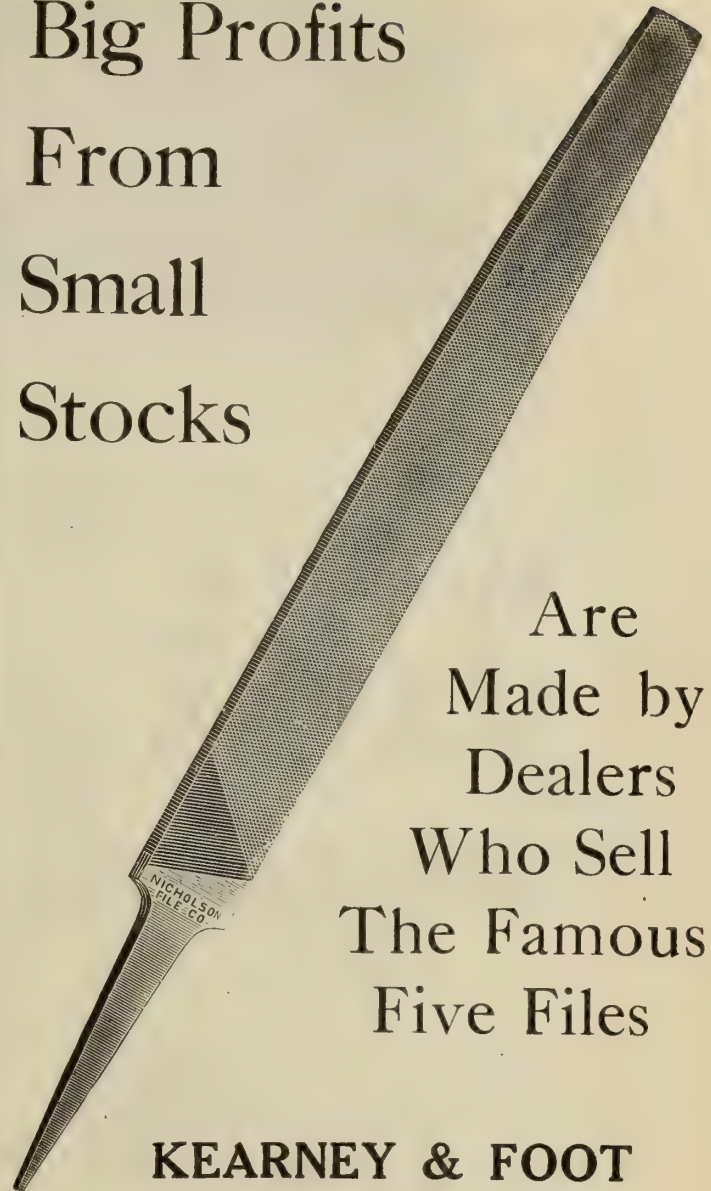
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Carried in Stock by:

Aikenhead Hardware, Limited, Toronto, Ont.; J. H. Ashdown Hardware Company, Limited, Winnipeg and Saskatoon; Thomas Birkett & Son Co., Ltd., Ottawa; Caverhill, Learmont & Co., Montreal, Can.; Edwin Chown & Son, Kingston, Ont.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Lewis Brothers, Ltd., Montreal; London Engine Supplies Co., London, Ont.; Lyon & Marks, Toronto, Ont.; Marshall-Wells Hardware Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Mechanics' Supply Co., Quebec; Merrick-Anderson Co., Ltd., Winnipeg, Man.; Miller-Morse Hardware Co., Ltd., Winnipeg, Man.; Millen & Son, Ltd., Montreal, Can.; Millen & Son, Ltd., Toronto, Ont.; Millen & Son, Ltd., Winnipeg, Man.; Millen & Son, Ltd., Vancouver, B.C.; J. S. Mitchell & Co., Sherbrooke, Que.; Rice Lewis & Son, Ltd., Toronto, Ont.; Wood-Vallance & Co., Hamilton, Ont.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Wood-Vallance & Leggat, Ltd., Vancouver, B.C.; Wood-Vallance & Co., Ltd., Winnipeg, Man.

## Big Profits From Small Stocks

Are  
Made by  
Dealers  
Who Sell  
The Famous  
Five Files



### KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

We carry at our warehouse and at jobbers throughout the country ample stocks of each file in our catalogue.

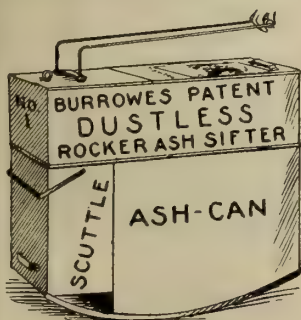
A dealer does not need to carry a big stock of the Famous Five in order to do a large turnover.

We would rather have a dealer turn over a small stock 12 times in a year than sell him a big stock once a year and have him carry over several numbers.

Dealers who sell the Famous Five do, on an average, 90% of the file business in their localities. If you are not doing this much business, the Famous Five will help you to improve your turnover in files.

Write for catalogue and terms.

**NICHOLSON FILE COMPANY**  
Port Hope (Jobbers Everywhere) Ontario



No matter what  
you think, there is  
no better ash sifter  
to offer your  
customer.

Closed scuttle and double  
rims make the Burrowes  
patent ash sifter dustproof.  
The easy rocker motion and  
large space make the ashes  
spread and sift freely.

Order from your wholesale  
house.

MANUFACTURED BY

The Burrowes Mfg. Co. - - Toronto

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### ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

**CAMERON AND CAMPBELL,**

**TORONTO**

# WIRE NAILS

IN STEEL HOOP KEG.

# WIRE BALE TIES

for baling hay and many other things.

**FENCE and POULTRY  
NETTING STAPLES**

# WIRE

Bright, annealed, coppered stove pipe,  
liquor finished, square, etc.

**THE LAIDLAW BALE-TIE COMPANY, LIMITED**

**HAMILTON, ONTARIO**

A. T. DIGGINS, Stair Bldg., Toronto, Ont.  
H. E. O. BULL, Montreal, Que.  
HARRY F. MOULDEN, Winnipeg, Man.  
GEO. W. LAIDLAW, Vancouver, B.C.

# Brooms of Quality

may always be had by ordering  
our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$6.00 per dozen.

**FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.**

**Walter Woods & Co.**  
**HAMILTON and WINNIPEG**

## Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

**TRY A CONDENSED AD. IN THIS PAPER.**



# Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—  
Little Work,  
in the Home  
Laundry with  
this **LABOR  
SAVER.**

Style "B"  
made with-  
out electric  
motor for  
use with  
Gasoline,  
Steam en-  
gine or  
Windmill.

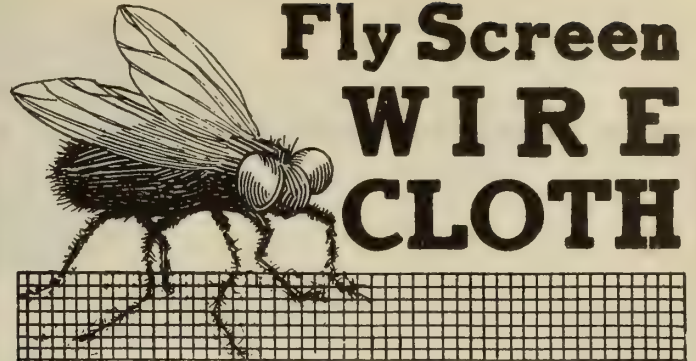
Great for the  
Farm.



Style "A"

Made only by

**Cummer-Dowswell, Limited**  
Hamilton, Ontario



# Fly Screen WIRE CLOTH

OUR LINE of Fly Screen  
Wire Cloth is a very profit-  
able and satisfactory one.

It is quality through and through,  
and sells at a very popular price.

*Sold by all Jobbers.*

**Order your supply now.**

*Catalog on request.*

**CANADA WIRE & IRON  
GOODS CO.**

Hamilton, Ont.

Eastern Representative:

H. E. O. BULL

184 Mance St., Montreal, Que.



## The "Handy" ICE PICK

is without doubt, the most  
practical and convenient  
Household Pick on the  
market.

Spring is of Phosphor Bronze,  
the blade of finest quality cru-  
cible steel, and the barrel is of  
brass.

The hexagon head prevents the  
pick from rolling off smooth sur-  
faces, and is extremely heavy for  
a pick of this size, and most con-  
venient for breaking ice in the  
palm of the hand.

### SAVES ICE

The "Handy" has an exclusive  
feature in the **TRIANGULAR POINT**  
which causes the ice to break clean,  
thus doing away with the annoy-  
ance of having the ice crumble into  
small pieces—which means waste.

We offer you this wonderful little  
pick with attractive display box.

It's a dandy seller and a good profit  
maker.

Write for full details.

**JOHN CHATILLON & SONS**

New York City



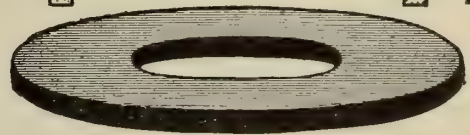
Interior View

Exterior View

## Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND  
AND  
SQUARE

PLAIN  
OR  
GALVAN-  
IZED



Annealed Rivet Burrs; Fellow  
Plates; Sheared and Punched  
Plates; Malleable Washers and  
Cast Iron Washers.

### PROMPT SHIPMENTS

We Guarantee Quality and Service.

**Wrought Washer Mfg. Co.**  
MILWAUKEE, WIS.

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# High-Grade Qualities

When buying or recommending Dominion Rubber System products you can depend upon high-grade qualities. That protection is being appreciated more and more by users of Rubber Goods, no matter for what purpose the need may be.

## Absolutely High-Grade Quality is Our First Consideration

Dominion Rubber System qualities combined with Dominion Rubber System value and service, make it well worth your while to insist on having Dominion Rubber System products.

*If you cannot get what you want,  
write to our nearest branch or to our  
Head Office, where your request  
will receive prompt and courteous  
attention. Our aim is to serve and  
please the Plumbing and Steam-  
fitting trades.*

---

**Canadian Consolidated Rubber Co., Limited**  
**MONTREAL, P.Q.**

---

28 "SERVICE" BRANCHES THROUGHOUT CANADA

*If interested, tear out this page and keep with letters to be answered.*



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, AUGUST 12, 1916

No. 33

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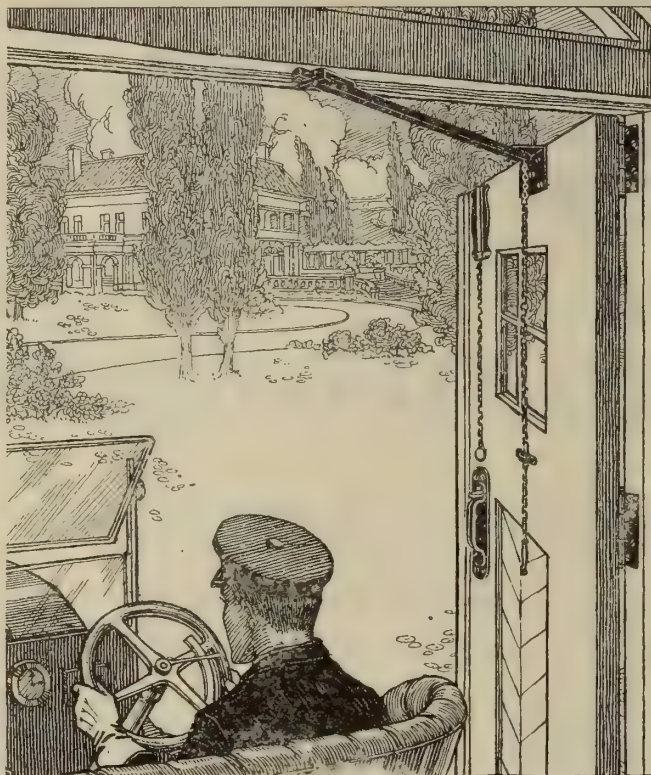
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The Stanley Garage Door Holder No. 1774 is but one item of the extensive line of Stanley Hardware especially designed for garage use.

THE old saying about "the patient waiter" getting his share of the good things may have been true once, but **good profits** in the modern hardware business must be gone after.

## The Stanley Garage Door Holder No. 1774

is a real necessity, on both new and old garages, yet your customers must be *told* about it.

Told how it locks the door open against the heaviest gusts of wind, yet by a pull on the chain it may be left free to close.

Told how it is strong, simple, easy to apply, and inexpensive quality considered, etc.

*If you have not received a copy of our Garage Hardware catalog "R," write for it. We will do a great deal to help you sell garage hardware. May we tell you about it? A line addressed to our Service Department will have prompt and careful attention.*

**Stanley Works**

NEW BRITAIN,

CONN., U.S.A.

Canadian Representatives

**A. MACFARLANE & CO., Coristine Bldg., Montreal**



## Every inch of "QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized.  
This means uniform wear.

John Lysaght, Limited

Makers

Bristol, Newport and Montreal

A. C. Leslie & Co., Limited

MONTREAL

Managers Canadian Branch



## Charcoal Tinplates

High-Grade Genuine Charcoal Plates  
Tissue Packed.

Specify "DOMINION CROWN"  
on your next order.

**A. C. LESLIE & CO., LIMITED**  
MONTREAL



Canada's  
Only  
Weekly  
Hardware  
Paper

# HARDWARE *AND* METAL

Published  
Every  
Saturday  
Since  
1888

Vol. 28

TORONTO, AUGUST 12, 1916

No. 33

## Secrets of Success of \$65,000 Turnover

*Hardwareman in Small Town Tells of Methods He Has Adopted in Working Up His Trade—Business Has Increased Over Five Times in 25 Years—Last Year His Gross Turnover was \$65,000—Stands Back of Goods with Guarantee.*

“WE stand back of our goods with our personal guarantee. If our customers are not satisfied with them we are ready and willing at all times to refund their money. We always consider that our goods are worth every cent that is paid for them. We believe in our goods. And we believe in them because we have taken very good pains to see that we get the best the market affords. If a merchant believes in his own goods he can hardly help but impress his customers with the

fact. That is, of course, always providing he knows the essentials of good salesmanship and is able to apply them.”

In these words one of the most successful hardware merchants in a small town of one thousand population described to a Hardware and Metal representative what he considered one of the chief causes for his success. While this merchant is very reticent about talking over the causes of his success he has every reason to be proud of his attainment. It was only after a promise that his name

would not be used that he would consent to talk at all about the details of his business.

### Record of Big Growth

There are a few facts which speak eloquently about the methods of this man, even though he himself prefers to remain silent. In Bradstreet's his estimated wealth is given from \$50,000 to \$75,000 with a first grade of credit. His business has increased in twenty-five years from approximately \$12,000 in



Suggestions here for the September window trim. September is becoming almost as popular as June for weddings. Hardwaremen can help along the idea by featuring suitable gifts. Display was arranged by H. E. Stephens of the Calgary store of J. H. Ashdown Hardware Company. Mr. Stephens has since enlisted with the Canadian forces.



1890 to \$65,000 in 1915. This is not a blind occurrence of fortune. Things did not just happen that way. They were brought about by the creative genius of a hardware merchant who would have been a big man in any community in which he happened to live. True, the district from which he has drawn his trade is a rich agricultural one. But it is no richer than hundreds of districts in other parts of Canada. The population of his home town is that of an ordinary small country hamlet. Yet this man by his methods has been able to reach out and capture a trade larger than many city hardware stores are able to secure. Such a statement coming from a man who has met with so much success should have more than a passing meaning for many other merchants.

But this was not the only contributing factor in the building of this large business. To the merchant in question it was the pivotal point. As he talked late into the night with a Hardware and Metal representative in the quiet of his office at the rear of his store there was unfolded other qualities which had played an important part in making him the "big" man of his community as well as the respected one.

#### Never Caught Short

"We are never caught short," continued this merchant. "We let our customers know that we always have their needs in view and put in a stock sufficient to meet their needs at all times. This has in my opinion also been an important aid in building up our business. Our trade is drawn from a radius of fifteen miles and farmers do not like to make a trip from the further edge of the arc with the feeling that they may not be able to get what they are going for. This, of course, means that we have to buy fairly heavy stocks. But it has paid us. Farmers have come to have dependence in our store and a feeling of a certainty that they could get what they wanted. In one way this has worked out to our entire advantage.

#### Good Will an Important Factor

"I have never in all my business career opened the door of my store with a feeling of malice toward those who did not deal with me. Back in the early days of my business experience I made the vow that I would never open that door until such time as I could have the same kindly feeling toward those who did not deal in my store as toward those who did. Time has proved wisdom of such an attitude. Sooner or later people are bound to find out what you think of them and what your attitude is. If it is sincere and genuine feeling toward your fellow townsmen it will be impossible to hide it from them. One's every day action will shout to high heaven what

**F**ACTS contained in this story are based on an interview with a hardware merchant in a small Ontario town who has made a big success. His field might seem a restricted one, for the town in which he lives has a population less than 800. He is one of those who is not content to let things come to him. He goes after them. He believes he has not yet reached the limits of the possibility of the district. Much of his trade, of course comes from the adjacent farming community.

He is one of those who shuns publicity of any sort and so prefers to have his name withheld. It was only after much persuasion that he gave permission to use the substance of the interview that a Hardware and Metal representative secured from him. What this man has done in a small town should be an indication of possibilities to those who think they are handicapped through a restricted business field.

they are. It is impossible to engender confidence through purely mercenary motives. If a customer comes to realize that you value his trade simply because of the money you get from him your hold is a rather flimsy one. But when that customer comes to think that you take a kindly interest in him because of his own worth you have established a tie that no competitor will find it possible to overcome. But above all this feeling must be sincere. One must live one's creed in order that it may be effective. A smear of sincerity and kindness will avail nothing. There must be the life to back it up."

#### Knows All His Customers

During the course of his twenty-five years' business experience in that rural community this merchant has had no less than twelve competitors at different times. But they have come and gone. Some of them have lost large sums of money. They have beat their own hands off, as it were. But the big man remained four square to all the winds that blew. His roots had been sunk deep into the life of that community. He liked them not because of their business, but because of themselves. He found sufficient of good in each individual in that district to make their acquaintanceship worth cultivating. In a large city this personal contact is to some extent lost. For the directing head perhaps stands aloof in the quiet though busy life of his secluded office. Yet the same spirit will manifest itself even in a large way. There must be a genuine interest in one's customers. If the merchant is out to gull the public, the public will sooner or later get to know it.

And his business career will be short-lived.

#### Value for Value

This big man believes in giving value for value. He believes the successful department store always follows this principle. He never considers that they cut prices or sell cheap. True, they may do this on a few leaders. But these are used as baits. On the large majority of their articles they get their straight fifty per cent. profit. This man follows their catalogues and quotations. He knows what he is talking about. And he meets their competition on their own ground. But he is careful to watch what they are doing. To be forewarned, is to be forearmed. In the vast majority of articles which the department store sells he believes they give good value. Otherwise their trade would not reach the immense proportions it does. "People do not kick at paying a fair price for an article. What they want is value for the money expended. This I consider the mail order house or department store gives."

#### Psychology in Business

Unconsciously perhaps this merchant used a great deal of psychology in the conduct of his business. He would in all probability not dignify it by such a term but it remained a fact nevertheless. For he studied his customers and was never satisfied until he got at their viewpoint. An instance which he related served well to illustrate the point. A young woman whom he had known for a number of years had married. But she had been living a few miles from the town and he had lost track of her. He did not know that she was married. One day a short time after the event she came into his store with her sister to make some purchases. Not knowing that she had married he failed to mention the fact or congratulate her. "I presently became aware that the sale of the articles she intended to buy was slipping away from me. I was at a loss to understand the reason. Nothing seemed to satisfy or please her. Finally she was about to leave the store. In my perplexity I frankly asked her what was the matter. I asked her if she had been married. When she stated that she had I immediately told her the reason I had failed to speak of it and had not congratulated her. I had not heard of the event but as soon as she told me that she was married I immediately made apologies for not having heard about the event. I told her how sorry I had been not to know of it. Her attitude changed completely. From one of coldness she was won back as a customer. Before she left the store she made several purchases. Later we sold her a range and other articles of hardware



for her home which in all amounted to something like \$85. And we have retained her custom ever since. But we were very near losing her custom—and all because I had not heard of her marriage."

#### **Taking Advantage of Opportunities**

This merchant believes the cause of failure of many is due to their failure to seize the opportunity as it presents itself. "In explaining to one of my boys what I deemed 'taking advantage of opportunity', I told him that I would illustrate the following night by my experiences during the day what I meant by seizing an opportunity.

"That morning when I was on the way to my store I passed the town hall. The caretaker was in the coal bin shoveling coal. 'Your coal is getting rather low, isn't it, John?' 'Yes, we will need some in a very short time. You better step in to the reeve and tell him to give you an order.' I made my way to his office in the town hall and asked him if I had not better send around a couple of tons. Jokingly he asked if I would not be willing to split my dollar profit with him. I told him I would but that I would rather keep it all for myself. The outcome was that I secured an order for two tons of coal to be delivered the following day.

"On my way from the town hall to the store I met the proprietor of the local hotel. It was a cold day and started one to talking about the way the weather ate up coal. 'By the way, Tom, I haven't had an order for coal from you for a long time. Hadn't I better send you around a couple of tons tomorrow?' Tom thought it wouldn't do any harm, so two more tons were delivered the following day. There were four tons which went out in the delivery the following day that would possibly never have been sold had I not seized the opportunity. The orders were worth having and I considered they were worth asking for."

#### **Possibilities for Business Unlimited**

This particular merchant believes the chances for the development of trade in any community are unlimited. His business has grown from \$12,000 a year to more than five times that amount. Yet he believes that he has not yet secured all the trade there is to be had. Each year has seen his business make a steady increase in volume. He goes out after it in an aggressive manner. He puts steam into his business methods. He utilizes the local newspaper and is a consistent advertiser, changing his advertisement

regularly. Once a year he puts on a sale for a week in order to clear out certain lines which it is not to his advantage to carry along to the next season. One of these lines is seed. By giving a somewhat reduced price he can clear out his stock and have his storage space and a new stock of seeds for the following season.

#### **Overhead Expenses Are Low**

A very important detail in connection with his business organization is the keeping down of overhead charges. With a stock of approximately \$23,000 he has three turnovers in a year and finds his operating charges are seven per cent. In the overhead charges are reckoned insurance, taxes, salaries, including salary for himself as manager, and rent of store, although he owns the store. In the marking of his goods he always considers that he secures his freight.

#### **Always Takes Advantage of Discounts**

"It has always been one of my principles never to lose a cash discount. In times past it has even been necessary for me to borrow money in order to make these payments. But I have always considered it a paying proposition to do so. Rates of interest for loans are of course somewhat higher just at the present time. But they are usually sufficiently low to make it worth while.

#### **A Good Collector**

"We do a lot of credit in our business. But we have lost comparatively few dollars each year. Our average loss in bad accounts for the whole time we have been in business would not exceed \$50 a year. It is necessary to look carefully after one's collections. We have a system that we follow rigidly. We write a customer three times and if he fails to respond in that time or does not put in an appearance to talk the matter over and arrange a time for payment we will put the account in the hands of the court for collection. Occasionally a personal talk avails much. But we never approach a customer on such a mission when others are present. In private I quietly ask him for the money due me. The money is mine. I always consider that I am only asking for my right. We have never found that our customers have in the least been offended where it has been necessary to take them to court. In most cases they recognize the validity of our claim. But they just want to be made do the thing they otherwise let slip along.

#### **Margin of Profit**

The fixing of a margin of profit for everything is a difficult matter to work out. Some merchants want to get a margin of 35 or 50 per cent. on every article they sell. Not so with the mer-

chant in question. "One must use good judgment in fixing their prices. With some articles the margin of profit is very small. In others again one can secure a good margin which compensates for the short margin. For the gross year's business we are satisfied when we are making an average of fifteen per cent. But it would never do to start in and price each article of an advance of 15 per cent. over the cost price."

And so from these details of his business organization there was pieced together what seemed to be the reason for his success. There are many factors which enter into the computation. To the mind of this merchant the biggest factor was in believing in his goods. Also in the readiness to return the money if they were not satisfied. But the story is not complete until the other factors are taken into consideration. They are part of the man's methods as a whole.



#### **NEW CARBORUNDUM FEATURES.**

The Carborundum Company, Niagara Falls, N. Y., has recently produced three attractive selling helps for dealers. One is the new metal display holder for the Carborundum Razor Strop Dressing. It is done in colors, lithographed on sheet steel. It shows old Pete in his B. V. D. shirt testing the edge of his razor on which he has just used a Carborundum Strop and the Carborundum Razor Strop Dressing. In the background is a splendid view of Niagara Falls, the home of Carborundum, done in full colors. At each side of Pete's figure are died out compartments, as they might be called, in which are tightly held one dozen of the neat little packages each containing the razor strop dressing. The display has an easel back and can be put anywhere in the window or on the counters.

There is a new display fixture for the displaying of the Carborundum Knife Sharpeners. The knife sharpener display is also made from steel and has three sides or panels on which are lithographed in full colors the figure of Pete, and a dainty young housewife. The sharpeners are cleverly held in the display by simply placing them in a series of a dozen holes through the top. The sharpeners are in full view. The fixture is in four sections, three sides and the top and is put together in a jiffy.

Another addition to the list of new displays is the new metal rack for displaying Pocket Hones. Two dozen little stones in their cartons are displayed on this rack, each carton being securely set in a compartment. The rack is made from sheet steel most attractively lithographed.



# R.M.A. Executive Defies Mr. McGee

*Executive Saskatchewan Branch R. M. A. Replies to Address by Mr. McGee at the Manitoba Convention—Interpretation of President's Remarks.*

ON page 28 of June 24 issue of Hardware and Metal, there appeared a verbatim report of an address delivered by T. D'Arcy McGee Vice-President Canadian Credit Men's Association, before the Manitoba Convention of the Retail Merchants Association. The article which follows here is the reply from the Provincial Executive of the Saskatchewan Retail Merchants' Association. It has been forwarded to Hardware and Metal by F. E. Raymond, Secretary Saskatchewan Provincial Board. The letter is here appended:

Saskatoon, Sask.

July 19th, 1916.

The Editor:

Dear Sir:

We ask you for space in your valuable paper to publish the following statement:

In the first place we might say we don't see any sense in us being called upon to make a statement of any kind, because we have already stated our case clean cut and above board, but the Credit Men's Trust Association have taken exception to our President using the remark at the Regina Convention that "the action taken by the Credit Men's Trust Association before the Provincial Government was the Wickedest thing he ever knew." This seems to be the bone of contention.

We are not sure as to whether the term, "Wickedest thing he ever knew" is where the shoe pinches, or because of the fact that they did propose such legislation, and because of the nature of the thing had it been permitted to become law, would have inaugurated in this Province something that the retailers most bitterly oppose and always will oppose, and have every support from the Grain Growers' Association, from the Provincial Government itself, and that is, there shall be no selfish combine or monopoly inaugurated in the Province of Saskatchewan.

The words used by our President at that Convention were not the words used by the Trust Company before the Government, as our Mr. Maybee was not repeating those words. He was there to interpret the intention and the meaning that the Trust Companies had in their mind when they were before the Legislature, and it is the real meaning that we are dealing with—we are not a bit interested as to how the thing was worded.

The actual facts of the case are just this: That two or three of the Trust Companies or Associations—which are practically owned by persons living in Winnipeg and elsewhere outside Saskatchewan, who have no interest whatever in the Retailer, have fattened on the proceeds of the assignment business at the expense of the unfortunate retailers of Western Canada—would naturally oppose any Trust Company being formed among the retailers themselves, because they realize that such a company will undoubtedly be a wonderful success, and will interfere very materially with their Saskatchewan business.

Now we haven't any objection in the world to Trust Companies opposing a thing of that kind; it is perfectly fair for them to undertake to block or stop any opposition in the beginning, that is only good business on their part. We compliment them on their ambition. Had they been successful, it would have meant a good deal to them.

Realizing that this might not be a success the Credit Men's Trust Association endeavored to force legislation through the Provincial Government which would be substantially as follows: That in case of an assignment it would make no difference to whom the assignment was made at the first meeting of creditors held, for afterwards, by a certain majority vote the assignment could be changed to whatever assignee the same creditors might appoint. This is what the President terms is the "wickedest piece of legislation he ever knew," for this reason, (and it is the interpretation of the same that we want you to pay special attention to).

At least 75 per cent. of the wholesale jobbers of the Dominion of Canada belong to the Credit Men's Association. A wholesale jobber to-day that does not belong to the Credit Men's Association is not consulting his own interests, because their credit reporting system is a very complete thing indeed, and we compliment them on it in every sense of the term. But you can see at a glance that had this legislation gone through they would have been empowered to transfer at the first meeting of the creditors all assignments to their own company, which would have been the most natural thing in the world.

Now we have no objection to this, we compliment them on their ambition, we think it mighty good business and very

clever on their part. Of course had it gone through it would have meant the wiping out, and the annihilation of the Retail Merchants' Trust Company, but the Retail Merchants' Association of the Province of Saskatchewan have never started anything yet that has not gone through, and that Trust Company was put on the books of the Province of Saskatchewan to accomplish a purpose and to fill a long felt want in the Province of Saskatchewan.

The Canadian Credit Men's Trust Association, of which our Honorary President is a member, was formed with the idea of strengthening a weak man's position, with the idea of assisting him over the hill and through the dark cloud, but what has been the actual result? The actual result is that they are out after assignment business as strong as any assignees in the Dominion of Canada, and they seem to have lost sight of their original mission, namely, to help the retailer.

The idea of the Retail Merchants' Trust Company is that the paramount issue of the thing will be to see if there is not some possible way of avoiding assignments on behalf of their members, but if there should be no possible way in the world then the idea is to see how much can actually be realized out of that stock by sympathetic and economical management with a view of securing a clearance for the merchant in the hope that he may be able to get a fresh start.

We have every respect for Mr. Detchon and also for Mr. McGee, but we resent strongly the statement made by Mr. Detchon that past President of the Retail Merchants' Association of the Province of Saskatchewan is a fabricator. We also defy Mr. McGee to interpret the Credit Men's Trust Association's proceedings in Regina any other way than they are interpreted in this letter.

It is not what a man says—it is what he really means by what he says that we are interested in. We also resent the words of Mr. Diamond of Regina when he uses this term by saying that the men at the head of the Retail Merchants' Association of the Province of Saskatchewan are not gentlemen, meaning that if we were we would immediately accept the Canadian Credit Men's Association's version of the thing.

(Continued on page 39.)



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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No. 33

## *New Buying for Allies*

**R**ECENT additional firmness in the steel market can be attributed to the placing by the Allies of additional contracts for large shells. Deliveries of the orders in some cases extend to July 1, 1917. A number of further price advances have taken place on steel hardware products during the week, and it is not unreasonable to suppose that further advances will take place in view of the present situation.

According to the *Iron Age*, the placing of additional contracts for large shells has been confirmed by negotiations for steel which have been actively under way of late. Apparently some of the companies taking shell orders have not yet covered in the steel market. Their requirements, added to steel which agents of the Allies are seeking to buy for the next nine or ten months, have been estimated at 400,000 to 500,000 tons.

The effect on the situation of war buying on a scale greater than was counted on a few months ago is becoming the foremost issue in the domestic steel market. Consumers at home have relied on a waning munition demand, the increase in steel-making capacity and the cutting down of buying of certain steel products because of high prices, to work out lower prices for them when they came to buy for the late months of 1916 or the first half of 1917. There is, too, the factor of stocks in consumers' hands, due to the heavy specifying of many months, also the disappearance of the excited scramble for material that was marked six months ago.

Steel producers point not only to the large scale of the new buying for the Allies, but to the accumulating world demand for steel apart from war uses, which the United States must satisfy if the war goes on another year or more. Steel makers are less inclined now to make concessions than they were in June and early July.

## *Personal Element in Salesmanship*

**B**USINESS is business—and something else. Upon this something else depends the additional margin of achievement that marks the man who succeeds in a large way from the man who makes a bare living.

That *something else* is the personal element in salesmanship. As far as the selling end is concerned, the clerk who knows the circumstances, the personal qualities and the wants and the peculiarities of his customers is the clerk who will make the most sales, and who will build up a steady line of trade with customers who are good pay and stable in their wants. The salesman who is quick to recall a face or an inci-

dent, who is alert enough to offer a timely congratulation or to make a sympathetic inquiry, has a way not only of making friends but of building up a profitable trade.

In this particular, the small dealer has an immense advantage over the larger concern where the cash box is the only bond between the dealer and his customer. The small dealer has an opportunity of studying the lives of his customers with a detail that means his becoming a vital part of their lives and a direct promoter of their welfare. To his customers he is a great deal more than a mere functionary. He does far more for them than handle so many nails or brushes. In a score of ways that circumstances only will bring out, he stands to them in the capacity of adviser and helper. The salesman who knows his customers will aim to render them a little better service each time they favor him with their trade. The result follows that because he knows the necessities of customers who first favored him, he soon comes to know what all healthy minded customers require and finds that his trade expands every month. In this way he discovers his diamond among the customers whom he has won by service well rendered.

## *Reconstruction at Cochrane*

**C**OCHRANE, as well as other Northern Ontario towns, must be congratulated on its ability in a quick recovery. Hard hit as were the residents by the recent terrible fire, reconstruction is already under way.

Last week the Town Council of Cochrane amended the by-law and provided for the authorization of merchants to construct temporary premises. Several shacks are in progress of building already, and they will be of the dimensions allowed by the amended by-law.

A correspondent who was at Cochrane remarks upon the optimism of the merchants particularly, and says that despite the ravages of the fire they are hard at work even thus early starting again.

This is the spirit which makes good. There is something valiant and brave in the make-up of these men, many of whom are heavy losers, despite insurance, and it is evidenced by the cheery outlook index to the undefeated spirit and strong purpose which not even a cataclysmic catastrophe like the great fire can destroy.

Brave pioneers of the north! Brave you were when the flames were upon you and braver still in the spirit which is in you, which faces the task of reconstruction sturdily, determinedly, though the task before you is heavy.

THAT market news has been for centuries, as it is to-day, one of the chief features of interest to traders is illustrated by the question Shakespeare puts into the mouth of one of his characters in the Merchant of Venice, when he cries, "What News Among the Merchants?"



# Retail Problems from the Credit Man's Standpoint

By H. H. PIGOTT, Credit Manager of the J. H. Ashdown Hardware Co., Winnipeg

## RETAILERS INVITED TO REPLY.

*The article which follows, entitled "Retail Problems from a Credit Man's Standpoint," is reprinted from the August issue of the Credit Men's Journal. The article was written by H. H. Pigott, credit manager of the J. H. Ashdown Hardware Co., Winnipeg, and deals with problems of particular interest to Western Canada retailers. Hardware and Metal is reprinting the article for the purpose of placing it before the retailers of Canada and giving them an opportunity of answering it if they so desire. Hardware and Metal will be glad to publish articles from wholesalers or retailers either in favor or against the arguments set forth in Mr. Pigott's article.—Editor.*

THE tendency of modern civilization towards co-operation, towards efficiency, towards the improvement of social and business conditions, has been strikingly exemplified by two organizations which within a comparatively recent period have been formed in Canada, and which have attained a remarkable degree of success. I refer to the Canadian Credit Men's Association, organized for the purpose of enabling the credit men of the wholesale houses to cope with the many difficulties inherent to credit conditions in the country, and to the Retail Merchants' Association, which was formed to meet the growing need for a body which should take such steps as were possible to help the retailer in his also difficult occupation. It goes without saying that these two bodies, while representing different interests, still have the same aim in view; namely, the general betterment of business life throughout the country. It is pleasing to know that they have been working in harmony, and the recent convention of the Retail Association in Winnipeg was a striking illustration of the advantages which such co-operation can bring. I conceive that nothing better has happened in the business life of the Dominion than the fact that at this convention the wholesalers and retailers got together, that points of divergence were gone into fully and that material steps were taken to further that mutual confidence and esteem which should necessarily ensue between interests so closely allied as those of the wholesaler and the retailer. It was good also to have the public testimonial which was given at that convention by a prominent retail merchant as to the benefits which had accrued to his class through the efforts of the Credit Men's Association.

### Two Classes Interdependent

That it is advisable to have the wholesalers and retailers get together for a full discussion of their common interests is apparent from a consideration of their mutual relations and of the con-

ditions which have obtained, especially throughout the West, during the last twenty years. The wholesaler and the retailer are inter-dependent. They must rely upon each other for their business success. The wholesaler can only do business through having the retailer as his customer. Wholesale houses have grown up purely and simply because of the need of the retailer to get goods for the purpose of his business, and also to be furnished with capital wherewith to finance the same. The retailer relies on the wholesaler for many things, for prompt shipment of orders, so that he may have the goods to supply his customers. For this reason a large and varied assortment of stocks must be carried. The majority of the retailers do not have the capital with which to pay for their goods, and they must of necessity use that of the wholesaler in order to procure such goods. Moreover, the wholesaler and the retailer are affected by similar conditions. Crop failures or other adverse causes bring poor business. General prosperity helps both. They deal with each other for long periods, and there springs up between the wholesaler and the retailer a feeling of mutual friendship, confidence and esteem which is worth very much more than mere dollars and cents. They have, each of them, the sense of benefits conferred. Differences, of course, may arise. Merchants become independent, and are no longer tied to those on whom they have theretofore had to rely on. Nevertheless, I venture to say that there is in the mind of every retail merchant a feeling of high regard for those with whom he has, during many years, had mutually pleasant and profitable business relations. Indeed, the points of difference to which I have referred are, in the main, trivial. I was struck, listening to discussions at the recent Retail Convention, with the fact that many of the matters which were brought out and gone into were not such as could materially affect the welfare either of the retailer or the wholesaler. Pin-pricks,

however, are sometimes hard to bear. Small things are apt to assume large proportions. Matters involving but a few dollars per annum may cause a breach in the most harmonious business relations. Therefore, I would not minimize such differences, and I believe that the discussions at the convention were most beneficial. They cleared the air. They showed that the wholesalers were ready and, indeed, anxious to meet the retailers in conference over points of disagreement. Complaints were answered. A spirit of mutual accommodation was shown. And the fact remains that, with two sets of interests which are so closely related and which are so dependent on each other, no serious clashing has, up to this time, occurred, nor do I believe that it ever will.

### Insufficient Time for Discussion

It seemed to me, in considering the proceedings of the convention, at which I was present, that an insufficient amount of time was devoted to questions which are of the utmost importance not only to the retailer, but also to the wholesaler. I refer to credit matters, not only as between the two, but also to credits given by the retailer. These matters should have been discussed together. The position of the mail order houses, the inroads which they are making upon the retail trade, the importance to the whole community that such inroads should not vitally affect the prosperity of the retail merchant, all make it necessary that no consideration should be lost sight of which bears upon the general proposition. I have heard a lot of talk about the retailer getting on a cash basis. It is, of course, the millennium of trade, but I am not of those who think that this condition is feasible in Western Canada, or that it will become so for a long time. This is a new country. It is constantly being developed. Settlers are coming in, new towns are springing up, new businesses are started. All of these required capital, which has to be advanced from some-



where. The retailer must depend upon the wholesaler. The farmer must rely on the retailer. The sources of our income do not permit of money being received at all times in the year. Of necessity, the farmer must be in a position where he can get credit, to be paid for out of his crop when harvested and marketed. To say, therefore, that the retailer will only sell for cash means that the farmer will not get the goods which he has to have. The same applies to the wholesaler. If he sold but for cash, the retail merchant could not do business. To sell for credit, however, on the part of both wholesaler and retailer pre-supposes the certain ability to pay within a reasonable time, and it is on this point that, in my judgment, the retail trade of this country needs an improvement in condition. More care and judgment should be exercised in giving credit, less bad debts should be charged off, prompter collections should be made. Indeed, I would lay it down as a rule that the retailer who succeeds, who gets his business on to a discount basis, is the man who has refused to give credit where credit should not be given and who, when he has once sold on time, has then had the nerve to make his customers pay as soon as they were able. I would go farther. The Retail Association should arrange so that the merchants of each town should have some organization for the giving of credit. It ought not to be a "go-as-you-please" concern. I know that local competition is keen; also that there are men who are not broad-minded enough to enter into friendly relations with their opposition. This is a matter of education. It is a matter in which the benefits are so obvious that the retail merchants should in some way get together and see to it that their losses from bad debts each year are reduced to a minimum. They should see to it that their customers pay when they are in funds. I know of no problem in the life of the retailer that is of more serious import than this.

#### M.O. Houses vs. Local Merchants

There is another point which I have not seen adverted to, yet which is to my mind almost obvious, and which, if it could be carried out, would be a most effective weapon to combat what is called the mail order evil. I refer to the fact that in the experience of every retail merchant whose business is affected by the mail order houses, many of their customers whom they are carrying on their books for longer or shorter periods are using their money to pay cash for mail order goods. The injustice of this is obvious, and I shall be surprised if the retailers do not in some way take steps to prevent such injustice. If the Retail Merchants' Association could so arrange it that those who buy from mail order houses shall have to pay cash to the local merchants, it would prevent many losses, and would also materially increase the business of the retailer. Nor can the consumer object to such a course. It is not fair that he shall pay his money to mail order houses and ask the local retailer to carry him on credit. The right of the consumer to buy where

he pleases is obvious, but it is also accompanied by the duty of paying, and there is no reason in ordinary decency why he should ask credit from his local merchant when he is using his funds to buy from his competitor.

To initiate any such steps to prevent a man from, so to speak, "pulling the leg" of his retailer, should not be difficult; but it will, of course, require the joint efforts of the retailers in the various towns, and they should honestly carry out any agreement which might be entered into in this matter. I am quite confident that if some such arrangements were made and put through in good faith, the mail order business would suffer a serious diminution.

#### The Dreams of Socialists

One point which was brought out at the recent convention is of importance to retailers and wholesalers, and demands careful consideration. This is the question of co-operative buying, or, rather, of the retailers combining into associations to purchase direct from the manufacturer, and to that extent eliminate the jobber. It is a big subject, and one which has not, so far as I am aware, had the consideration publicly which it demands. To carry the proposition out logically and to its extreme would mean the elimination of the wholesaler, but it would also mean the elimination of the retailer. The direct distribution from the manufacturer to the consumer is the dream of every socialist. This, of course, is not now suggested. Indeed, a few facts as to business conditions, in the West at any rate, would seem to conclusively disprove the possibility of any such thing happening.

#### Jobbers Have \$100,000,000 Invested

I am not aware of any figures which have been published showing the amount of capital invested by the jobbing houses throughout the three provinces, but I should estimate that in the hardware trade, with its allied businesses, there must be in Winnipeg alone an investment of in the neighborhood of \$15,000,000. If to this is added the grocery, dry goods, boots and shoes, and the large number of diversified industries which go to make up the jobbing trade, not only in Winnipeg, but throughout the larger towns of the West, there will certainly be a sum of at least \$100,000,000 invested in the wholesale trade here. Now it is obvious that none of this capital is unnecessary. On the contrary, the various wholesale houses have started or have expanded only as the business life of the community called for their existence or increase. The necessity for such capital arises from the fact that large stocks have to be carried to meet the requirements of the community, extensive plants and warehouses must be built to house such stocks and large credits must be given to finance the retail trade. Can the retailers in their efforts to better their condition and to meet the opposition of the mail order house reproduce the conditions under which the wholesalers exist? Can they raise the necessary capital? It seems to me that to ask that question is to answer it. The

money of the retailer is tied up in his business. He must carry his own stock. He must give his own credits. How can he take a sufficient amount of cash out of his business with which to finance wholesale buying on any scale which will make it worth while? I think that it is impossible.

#### Retailers Would Need Experts

There is another point in connection with the wholesale houses which should not be overlooked: namely, that their success has required not only capital, but efficient organization. They are served by a corps of well-paid experts, who have made a life-study in their various departments, in buying, in selling, and in giving credits. Failure, even poor judgment, in any of these, spells lack of success to the wholesale house. The retail merchants, if they should band together for co-operative buying, must necessarily be served by similar experts. These cannot be obtained easily. They require large salaries, and in a small business, the greater the salaries the smaller the percentage of overhead charges. In considering the whole question of a co-operative wholesale buying concern, it is assumed that it would be run upon a business basis. It would necessitate the establishment of large wholesale houses and the employment, as aforesaid, of competent help. On the surface, therefore, it would appear as though the same expenses incident to the running of a wholesale house would be incurred in the running of a co-operative wholesale buying association. The question then arises: Where does the profit come in to the purchasers from such co-operative buying associations? They have their own expenses. The people who subscribe to their stock will expect returns thereon; dividends must be earned. In a word, where is the advantage so far as the general body of the retailers is concerned, as between the ordinary wholesale house and special co-operative concerns?

In connection with the establishment of wholesale co-operative buying associations by the retailers, the question of credits to be given by them should be considered. As a rule, the men who are advocates of this course are those who, having succeeded themselves in business, are thus able to pay cash for their own goods; but what about the poorer merchant who is not in a position to take his discounts? Will such co-operative associations extend credit to him, or is he expected to pay cash for his goods? Certainly he will not get credit. Financial considerations will prevent this. He will not be carried until the crop comes in, and he can collect his own accounts. He must pay cash. But if he does this, while he is owing his wholesalers various amounts, the same conditions will obtain as with the mail order houses. It cannot be expected that the wholesaler will stand by and give credit to a customer who is taking his cash to buy from what is virtually his opposition. With the best will in the world that is unreasonable.

There are over 27,000 names in the last Reference Book in the three pro-



vinces. Assume that half of these are in the retail trade. How many of these thirteen thousand merchants are in a position to go into co-operative buying? How many will join the associations already formed? It comes, then, to this, that the co-operative associations must be composed of and formed for the aristocracy of the retail trade, the wealthy merchants, and they cannot benefit, even if successful, those who are the most greatly in need of help.

#### Retailers Making Progress

Apart from the impracticability of retail merchants successfully entering into the jobbing business, I deny that any such necessity exists. From a large experience in studying their balance sheets I am prepared to assert that the retail merchants of this country have been making steady and satisfactory financial progress. I believe such progress will compare favorably with similar conditions in other lands. Many, indeed, have been phenomenally successful. I have seen scores—nay, hundreds—of them who, starting with practically nothing, have, with the aid of their wholesaler and thanks to their own energy and good judgment, reached a position of independence and even affluence. Nowhere in the world, as I think, is there such an opportunity as is here offered to those who desire to enter the retail trade. It is true that it is not all plain sailing. The pendulum will swing the other way. Crops will fail. Hard times will come and go. But such conditions do not last. Why should the retailer get cold feet, and in an endeavor to meet temporary evils rush into an experiment for which he is not fitted by experience, for which he has not sufficient capital, and whose success is problematical? Certainly the whole question is one of such large and far-reaching importance that it should not be undertaken lightly or without the fullest consideration.

#### Associations Have Been Formed

I have not considered the question of small associations formed for local buying in a few lines. I understand that two of such associations are now in existence in the West. Their success or failure will depend on the conditions to which I have adverted. They cannot, for the reasons stated, affect the life of the business community as a whole. I may say, however, that so far as I am aware, on the part of the wholesalers, there is no particular concern nor jealousy with reference to such small associations. On the contrary, they are probably composed of friends of ours to whose success we have contributed in the past, and whom we are glad to believe will be successful in the future. If they succeed, well and good. If they do not, they will have made an experiment, and, of course, have to abide the outcome.

In connection with these local associations there are some dangers, however, which should be adverted to and carefully considered. In the first place, there is always the danger of retail merchants who cannot afford it, and have not the money to spare, being induced to subscribe to the stock of such com-

panies. Indeed, I am informed, though it seems incredible, that at the recent Retail Convention an officer of one of these companies, who is also an officer of the Dominion Association, was actively engaged trying to sell the stock of his concern, though this latter is in Saskatchewan, and, owing to freights, could not possibly sell to Manitoba merchants. Now, of course, such sales can only successfully be made under representations which, as I believe, cannot possibly be carried out, and I further believe that to ask a retailer who is not on a discount basis to subscribe to the stock of these companies is improper and unbusiness-like. He is taking the risk of loss when he cannot afford it. He puts up his hard-earned money for the benefit of those who are better fixed than himself. He puts himself in jeopardy for nothing.

Another thing which strikes me is that the 'Retail Merchants'-Associations should not identify themselves with wholesale buying. The two functions are absolutely different, and certainly those who are directing the destinies of the retailers should not be mixed up with concerns whose success is problematical at the least and whose interests are so absolutely divergent.

There is another point in connection with co-operative buying which should be carefully considered. Assume even that small local associations shall be successfully established, it will mean that their members, who buy from them, will make an additional profit as compared with the retailer who cannot afford to go into such a scheme. The latter, therefore, will be in grave danger, because he cannot compete with his more wealthy and favored opposition if the latter chooses to cut prices. Even if this be not the case, there is an unfair distinction between two classes of merchants. The one is able to make, with the same effort, a much larger profit than the other, and especially will this be the case if the capital of the man whom I may call the debtor merchant is used to finance the business of his competitor.

While I am very certain that most of those who advocate co-operative buying are honest in their belief as to the necessity, I am bound to say that there are others who are actuated by selfish motives—who are seeking their own advancement even at the risk of the community. Such men are not prevented by obvious economic laws from entering on a course of what is really wild speculation. One of these associations, for instance, with an authorized capital of but \$250,000, of which certainly not half is subscribed, and probably much less than that paid in, is gravely proposing to inaugurate not only a wholesale establishment, but an insurance company, a trust association and a newspaper, and this by men who have no special training and who have their own businesses to look after. Who in his senses can believe that such enterprises can be carried through to a successful issue? Will sane business men knowingly back such rash ventures with their money and influence? It seems impossible. Yet the effort is being made. Those who go into it should do so with their eyes open. Certainly a

word of caution is not out of place.

There is one thing more to be said. We are all of us selfish. The tendency of mankind is towards self-aggrandisement. Yet there is always the danger, in reaching out after the problematical, that we miss the obvious good. May I suggest that the retailers, in considering their own affairs, should not forget that the wholesalers, too, have their own point of view—their own interests? The wholesalers are their friends. They have proved it through years of success—through periods of stress and trial. No antagonism should be allowed to creep in, to affect the harmony of our business relations. Let us meet each other fairly, and remember that all of us are working towards a common end: the development of our wonderful country.

In conclusion, I should make it plain that what I have said is in no way the judgment of the great house with which I have the honor to be connected, but merely my own personal views on the propositions which were brought out in connection with the recent convention.

#### BORDEAUX EXHIBITION

The Chambre de Commerce Francaise de Montreal has received a letter from the management of the Bordeaux (France) Exhibition, to be held September 5th, to 20th, calling on Canadian industrial establishments to be represented, and pointing out the benefits which would accrue from such an interchange of ideas. The Chambre invites anyone interested to communicate with its office in the Power Building.

#### CONVENTION OF CANADIAN MUNICIPALITIES

The annual convention of the Union of Canadian Municipalities will be held in Montreal on August 21, 22, and 23, and it is hoped will attract a large number of members of city governments for the purpose of discussing improved methods of city government.

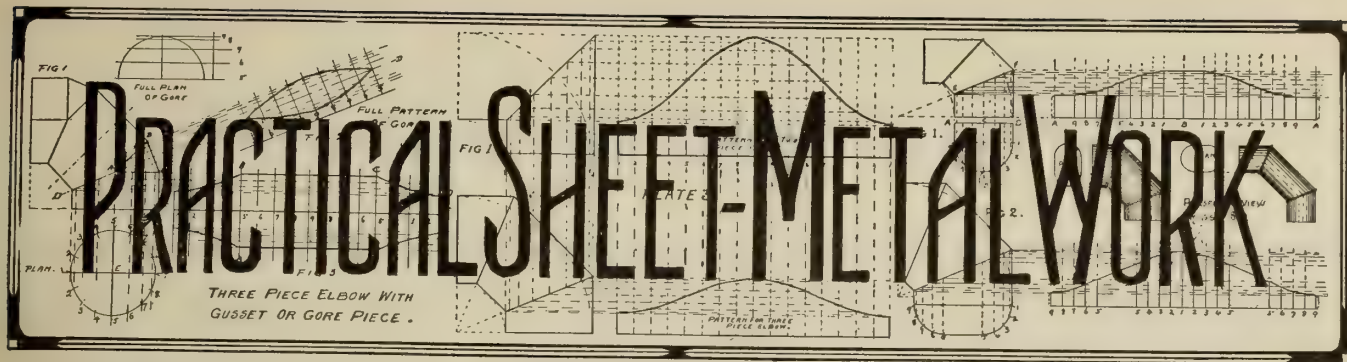
#### DOMINION INCORPORATIONS

The Dominion Steel Products Company, with a capital stock of \$500,000. Head office, Brantford, Ont., to carry on the business of manufacturing, selling and dealing in all kinds of articles made from metal or wood, including all kinds of machinery, machine supplies, tools, shells, guns, munitions and implements of war, etc.

The International Nickel Company of Canada, Limited, with a capital stock of \$5,000,000, chief place of business to be at Toronto, Ont., to deal in all kinds of nickel, copper, iron, steel, manganese, Cobalt coal, coke, platinum, palladium sodium, metal, mineral, lumber, etc., goods and products.

Brodeur, Limited, with a capital stock of \$49,000. Head office, Montreal, Que., to deal in crockery, earthenware, china-ware, silverware, cooking utensils, etc.





BY THOMAS STANFIELD

### Warm Air Furnace Heating

ONE of the most important features in warm air furnace heating is that of proper control of the heat.

Most warm air furnaces when first the fire is started, begin to throw off some heat, and there are two ways in which the heat generated will travel, either through the warm air pipes or up the chimney. The point is that unless heat is required in the rooms it should not be generated. Whatever the fuel be which is in use it costs money and its use also actually shortens the life of a furnace.

Heat controlling devices have not so far been taken advantage of as they should be, simply because the ordinary heating engineer (in the case of warm air furnaces we would term him a tinsmith) has not on the one hand given

sufficient study to the true questions of heat generating. And, on the other hand, these controlling devices have added considerably to first cost of installation.

If Canadians have made one blunder more than another in connection with heating, it is that of first cost. The upkeep in fuel, in ashes, in furnace repairs and in disease is enormous. If one were to measure up a certain house, find out the approximate fuel consumption in a winter and the average temperature it would be found that the number of heat units in the amount of fuel consumed would be at least 40 per cent. more than is necessary to bring the outside air to the required temperature in the home.

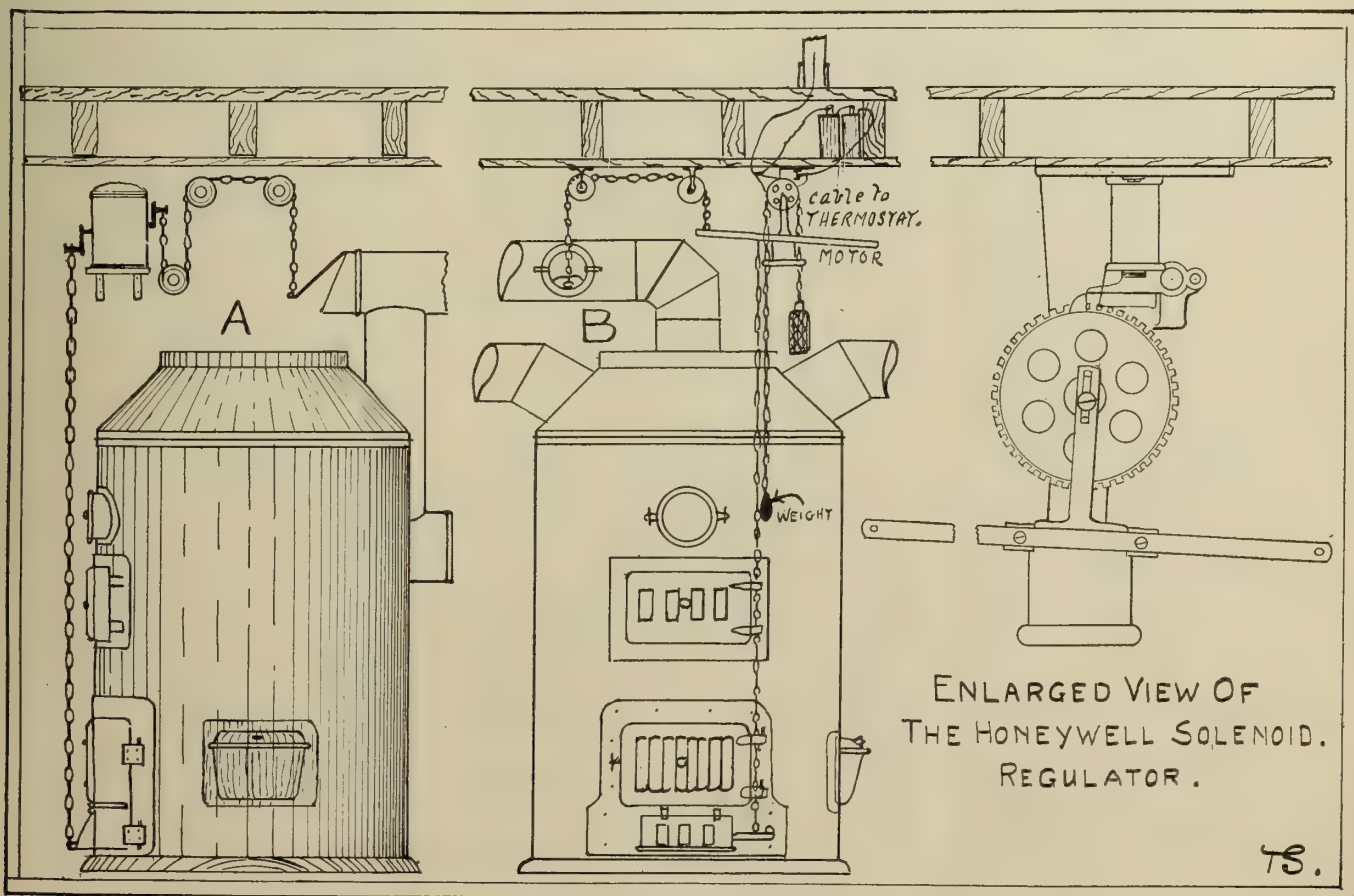
This means that a large quantity of heat is generated and wasted.

Now, with every furnace fitted up

with a heat controller, three things are accomplished. Firstly, less fuel is consumed; secondly, a more uniform temperature is assured as well as less time wasted attending to the furnace, less fuel to shovel in and less ashes to shovel out. And lastly and most important of all, the temperature of the air is controlled as it leaves the furnace.

No air is fit for human consumption that has been heated to higher than 150 degrees Faht., and when a furnace fire is being forced unnecessarily, the fire pot gets red hot, the cold air, or recirculated air comes in contact with this red hot fire pot and is raised to almost any temperature up to as high as 1,000 degrees. The proof of this statement can be seen by the fact of the galvanizing peeling off the casing.

If the generating of the heat were under control this state of affairs would (Continued on page 42.)





## EVENTS IN THE TRADE

### FIRE LOSSES

Winnipeg, Man.—The Winnipeg Paint & Glass Co. suffered a loss by fire to their plant on Wednesday, August 5, amounting to \$100,000 to \$150,000, the loss being covered by insurance. This will not interfere with their deliveries to the hardware trade.

Aylmer, Ont.—The hardware store and stock of J. H. Glover was destroyed by fire.

### TO MAKE TOYS

J. E. Beauchamp & Co., of Montreal, are branching out into the wooden toy manufacturing business. The line being made at present is wooden wheelbarrows and the manufacture of other lines will be entered upon at an early date.

### BUSINESS CHANGES

Benito, Man.—C. W. Benito, who has been conducting a furnishing store, has decided to add a hardware stock.

### OBITUARY

Montreal, Que.—Word was received this week of the death of Thomas Joseph Drummond. "Tom" Drummond, as he was called by a host of personal friends, went down to the Maine coast, where it was hoped the Atlantic breezes would complete the cure which had apparently been begun in Montreal last spring, but this was not to be. He was actively associated with his brother, George E. Drummond, in building up the large steel business in Montreal, at Midland, Ont., in Nova Scotia, and at Bathurst, N.B.

Deceased was a great administrator as well as a manufacturer, and he was selected as president of the Lake Superior Corporation. He was in turn director of the Royal Bank of Canada, the Canada Car & Foundry Co., the General Accident and the Imperial Life Corporation, while he was president of the Montreal Board of Trade in 1908 and 1909.

The late Dr. W. H. Drummond, author of "The Habitant" and other literary works of high merit, was a brother of deceased, and in several mining and other ventures the three brothers were equally interested, although in the steel business George E. and Thomas J. Drummond were the active participants.

Deceased was born at Tawley, County Leitrim, on September 26, 1860, and he leaves a wife and two sons.

### CANADIAN PROHIBITED EXPORTS

The Department of Customs has issued a memorandum to collectors of Customs and others concerned to the effect that mica and micanite are now prohibited to all destinations abroad other than the United Kingdom, British possessions and protectorates. The alphabetically arranged list of prohibited exports as contained in memorandum 2015-B is amended accordingly.

Notwithstanding the prohibitive order above specified, licenses may be granted for the exportation of Canadian mica and micanite consigned to the order of the British Consul General, New York, when the purchasers are approved by him, and have furnished him with the guarantees required.

Upon application to the Department of Customs, giving the names and addresses of proposed purchasers in the United States, intended exporters will be further advised regarding the issues of licenses for such shipments.

### BRITISH PROHIBITED IMPORTS

An official proclamation has been issued by the British Government, prohibiting, except under the usual licenses issued by the Board of Trade, the importation of the following goods into the United Kingdom:—

Air guns and rifles, sporting guns, carbines and rifles. The prohibition takes effect from August 7.

The importation of cocaine and opium was proclaimed as taking effect from and after July 27.

### WESTERN CANADA NOTES

George McLaren, of McLaren and Sons, Yellowgrass, Sask., was a business visitor in Winnipeg last week.

L. A. Blackwood, formerly with the Merrick-Anderson Co., Winnipeg, has returned to Camp Hughes after a visit to the Pacific Coast, where he has been spending the past few weeks on his brother's fruit farm in the Okanagan Valley.

The St. Pierre Trading Co., St. Pierre, Man., have opened a branch at Carey, Man.

R. G. Duncan, cashier for the Merrick-

Anderson Co., Winnipeg, left last week for Honolulu on a holiday, and will stay with his brother there.

A. K. Helliwell, of Mortlack, Sask., is opening a store at Moose Jaw.

### DOMINION BOARD MEETING

Winnipeg, Man.—The Dominion Board of the Retail Merchants' Association of Canada met in convention at the Fort Garry Hotel on Wednesday, Thursday and Friday of this week. The convention, held for the first time in the West, is the annual meeting of the National Council of the Association, which is conferring with delegates from all the organized branches in the various provinces. The delegates attending the convention are: B. W. Zeiman, Preston, Ont., president; J. O. Garreau, Montreal, first vice-president; J. L. S. Hutchinson, Saskatoon, second vice-president; J. A. Beaudry, Montreal, treasurer, and E. M. Trowern, Toronto, secretary. Delegates from the provinces are: J. C. Doyle, Halifax, N.S., secretary of the Nova Scotia branch; D. Clark, Toronto, first vice-president of the Ontario Board; W. J. McCully, Stratford, second vice-president of the same board; F. C. Higgins, Toronto, its treasurer, and W. C. Miller, Toronto, secretary.

### CATALOGUES AND BOOKLETS

#### High Pressure Tanks

The Wm. B. Scaife & Sons Co., Pittsburgh, Pa., have recently issued a catalogue dealing with their line of copper-brazed high-pressure tanks for air, gas and liquids. The construction of these tanks is described, followed by a general specification and tables giving the working pressures and dimensions for painted and galvanized pressure tanks. One section of the catalogue illustrates and describes brazed and riveted pneumatic tanks for a variety of purposes and includes tables giving the capacity, weight and prices of the various sizes of each type. Another section deals in the same way with garage air and gasoline tanks. The concluding section illustrates and describes a line of range boilers.

### HAVE MOVED OFFICE.

The Standard Woven Fabric Co., announces that the executive and sales offices have been moved from Framingham to Walpole, Mass.



## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

906. **Matches.**—We are in receipt of an inquiry from Russia for safety matches, required size and packing like Swedish box containing sixty to seventy matches. Cable price f.o.b. New York, immediate delivery.

907. **Cod liver oil.**—A number of United Kingdom firms interested in cod liver oil would be glad to hear from Canadian Exporters, who are requested to forward samples, accompanied by their lowest quotations c.i.f.

908. **Agents for Russia.** An Englishman at present residing in Canada who has had considerable experience in Russia and speaks the language, contemplates making an extended trip to Russia if he can make satisfactory arrangements with some Canadian manufacturers for representation.

909. **Titanic iron ore.**—Canadian producers in a position to export the above are requested to communicate with a number of United Kingdom importers.

910. **Buggies, traps and carriages.**—A firm in Natal, South Africa, going in largely for the above, desires to correspond with Canadian firms interested in export.

911. **Dolls' parts and accessories.**—A firm in England advises us of their ability to supply the following materials to Canadian firms seeking supplies: Dolls' hair and wigs, stuffing for dolls, dolls' bodies, curly mohair, straight mohair, crepe hair, wool fillings, dressed and undressed dolls.

912. **Petrol engine.**—An Aberdeen firm wishes direct quotations from manufacturers of a complete, substantial, satisfactory working petrol engine 1½ to 2½ horse-power, price delivered Liverpool or London. If satisfactory further business will result.

913. **Binder twine.**—An Aberdeen firm would like to receive quotations from manufacturers of good quality binder twine—30 to 40 tons.

914. **Separator.**—An Aberdeen firm is prepared to consider quotations for a satisfactory machine produced in Canada at a reasonable price.

915. **Malleable castings.**—An Aberdeen firm will be glad to enter into correspondence with Canadian concerns prepared to quote for malleable castings cast to pattern.

916. **Treacle.**—An Aberdeen firm, using on an average 3,000 barrels of treacle yearly, will be glad to receive prices from Canadian manufacturers, c.i.f. Glasgow.

917. **Oyster shells.**—An Aberdeen firm formerly supplied from Baltimore, would like to receive quotations for 100 tons of the above.

918. **Dye.**—A prominent firm in Newfoundland desires to be put into communication with a Canadian manufacturer of dyes.

920. **Leather.**—An important London firm of leather importers would be glad to hear from Canadian manufacturers of upper leather for boots, of which they purchase large supplies, more particularly box calf and glaze kid.

921. **Maple skewers.**—A Manchester firm desires the addresses of Canadian manufacturers of maple butchers' skewers.

922. **Kerosene or petrol engines.**—A London firm of engineers wishes to purchase a number of kerosene or petrol engines according to details obtainable from the Department, and invites offers, accompanied by full particulars from Canadian manufacturers. The following is the specification given in their letter: "The series of engines are required for electrical, agricultural and similar purposes, and should be of medium speed, not more than 1,400 to 1,500 in the small powers, and not lower than

600 in the larger sizes. The powers being from 1 horse-power up to 60 or 70, or even higher. Kerosene carburettors, etc., must be able to be fitted when required, otherwise petrol will be used, but should any engine answer to the above specification and yet be adapted only for petrol, we should still be pleased to have particulars. A separate price is required for bedplates, and blue-prints

showing over-all dimensions should be submitted, together with delivery and prices."

Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London. For further information apply to the Department of Trade and Commerce, Ottawa.

## Toronto Hardwaremen to Hold Picnic

*Will Go by Auto to Lambton Park on August 23—Program of Sports and Other Attractions Being Arranged—Committees Named.*

AT a meeting of Toronto hardwaremen held on Tuesday evening of this week in the Strand Hotel, it was decided to hold a picnic to Lambton Park on Wednesday afternoon and evening, August 23. Committees were named to make arrangements for the sports and other attractions. It is proposed to arrange for a parade when the merchant, their families and friends will meet in Queen's Park, Toronto, and from there will be conveyed by automobiles to the picnic grounds at Lambton Park. The committees named were as follows:

General Committee.—O. F. Morrison, chairman; W. E. Platt, M. Phillips, P. Prince, J. Booth and E. Rossiter.

Sports Committee.—W. E. Platt, chairman; A. Manley, J. E. Boothe, Milt Rossiter, J. Polchard.

Prize Committee.—M. Phillips, chair-

man; J. Vernon, Frank O'Grady, George May, W. E. McGee.

Parade Committee.—P. Prince, chairman; George Caslor, O. F. Morrison, Bert Walker, Tom Wright.

Finance Committee.—J. Booth, chairman; A. Manley, S. Buscombe, W. B. Baiden, E. H. Northgrave, S. Thompson, Roy L. Wight.

Refreshments.—E. Rossiter, chairman; Hugh Christie, George Cawker, George Ingram, J. Kehoe.

This picnic is to be in the nature of a return jollification to even up with the hardware travellers of the various wholesale houses in Toronto who invited the hardware merchants to Hanlan's Point during the month of July. Every effort will be put forth to make the affair a successful one. The strong committees appointed will insure that everything will be done in this respect.

## Report of Workmen's Compensation Board

*—Care and Safety Appliances Would Save Many Lives and Costly Disability—Accidents in Ontario.*

The first annual report of the Ontario Workmen's Compensation Board contains interesting data concerning the cost of accidents in that province. Under the Act governing the board's operations it is compulsory for employers to report all accidents by which employees are prevented from earning full wages. This has had the effect of securing very full reports.

For the year 1915, 17,033 notices of accidents were received by the board. Of these 9,829 came under the board's jurisdiction, and 7,600 were finally disposed of. The time lost due to these 7,600 accidents amounted to 170,711 days, or equal to the combined labor of a staff of 569 men for a year.

Only temporary disability resulted from 8,544 accidents, but in 1,033 cases permanent disability followed, and 251 of the accidents resulted fatally.

The value of safety appliances is very strongly emphasized by comparisons between the cost of the necessary safeguards and the monetary cost of the accidents resulting from their absence. For instance, automatic locks on two elevators, at a cost of \$3.50, would have

saved two lives and \$6,179 in compensation. Countersinking 21 set-screws on pulleys and fly-wheels, at a cost of \$7.35, would have saved three lives and \$5,619 compensation. The removal of protruding nails, pieces of broken glass and metals would have saved 126 injuries, while the wearing of goggles, costing \$150, might have saved 38 workmen from permanent injuries to the eyes and \$42,846 in compensation.

The foregoing presents in a striking manner the need of care to prevent accidents. Many of our larger industries are organizing safety associations to further impress upon the employers and workmen the advantage of safety appliances and the use of every precaution in their work; much good has already resulted.

Such a record of accidents, causing a constant and ceaseless drain upon the productive resources of Canada, is unnecessary. Enlistment is making heavy demands upon the labor of Canada, and there is already a severe shortage in some branches of industry. Yet, in one province alone, in 1915, accidents injured 17,033, permanently disabled 1,033, and killed 251 of our producers.



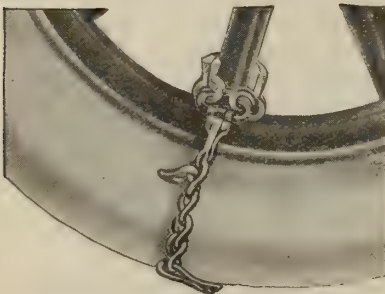
# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### EASYON TIRE CHAINS FOR AUTOS

A new type of tire chains called Easyon Chains, that is especially convenient for dealers has recently been put on the market by the Leather Tire Goods Co., of Niagara Falls, Ont. With this chain, the makers claim, it is necessary to carry a stock of only three sizes to fit all sizes of tires.

Easyon Chains are individual chains which attach to the spokes with leather covered fasteners having a snap at each end which snaps into the ends of the cross chains. The cross chains have a



*Easyon Tire Chains*

long smooth link on the middle that does not injure the tire but the ends stick out so as to take a deep hold in mud and snow and yet cause no bumping on pavements.

The greatest advantage claimed for Easyon Chains, is that they can be put on quickly and easily under any conditions even after one becomes stuck in the mud or snow, so that instead of having to use chains continuously in slippery weather, the user of Easyon Chains, can run with bare tires, feeling sure he can put his chains on whenever he finds it necessary. Thus there is much less wear, it is claimed, on both tires and chains than is the case with ordinary chains which have to be put on in the garage or on good roads, because they cannot be put on after one gets stuck.

The chains are packed with a set of 8 in a bag, four for each rear wheel, sufficient to give traction on any roads.

The small size Easyon Chains fits 3 in. or 3½ in. tires, and sells retail at \$2.40 per set of 8; medium size fits 4 in. or 4½ in. tires, and sells at \$3.20 per set, and the large size fits 5 in. or 5½ in. tires, and sell at \$4 per set.

### LEGALITE LENS

The Legalite Corporation, 129 Baylston street, Boston, Mass., are sending out a free booklet on request which describes Legalite lenses, a product recently introduced.

With the passage of many regulatory laws, illuminating engineers have been

The Legalite headlight lens, it is said, throws no glare at all, and yet,—contradictory though it may seem—gives twenty-six per cent. more light. This lens is the result of a chance discovery. It is a multiple-prism lens.

The main principle of construction in the Legalite is that the lens consists

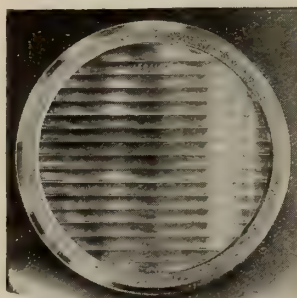


*The Vultite rubber repair outfit*

busy providing headlights that will meet all the legal requirements. As a general rule, the laws specify broadly that the headlight shall not be "glaring" or "dazzling," and that the light shall not be projected at a greater height than 4¼ feet from the ground.

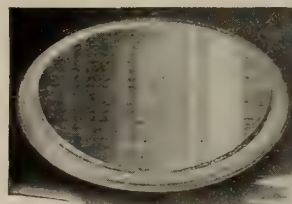
A number of devices have been invented to meet these conditions, prominent

of several types of prisms. Because of this the light is not diffused—gives no "glare," in other words. Instead, the beam is sent downward and ahead, across the whole road. It has been shown by tests, the makers claim, that Legalite throws a driving light from 250 to 500 feet ahead, and yet the light is at no point more than 4½ feet off the ground.



Legalite lenses give 26% more light—and no glare. Note beautiful "cut glass" appearance—beautifies your headlights.

Another view of the Legalite lens. Note the perfectly smooth concave surface—one secret of Legalite.



among them the "dimmer," and frosted glass headlights. These, it is claimed, have a disadvantage, however, of giving insufficient light, which, in the opinion of some, is quite as conducive to accident as the "glare" evil.

### VULTITE ACCESSORIES

The Vultite Rubber Company, Bridgeport, Conn., has recently placed a rubber repair outfit on the market. The outfit consists of a can of Vultite adhesive cement, a can of air-vulcanizing mastic, known as Vultite repair rubber, and a pair of Vultite tire priers.

The priers are made in such a way that when inserted in a cut and the handles pressed together they will hold the cut open so that it can be cleaned thoroughly and all the water allowed to dry before the cut is cemented and filled with Vultite repair rubber. It is said that this outfit can be used for sand blisters, mud boils and fabric separations.

Vultite adhesive patches are boxed in small cartons that contain ten large-sized patches. In addition to the regular sandpaper or emery cloth is also a heavy piece of felt that is used to clean the tube after roughening it, and in moistening the patch with gasoline to soften the adhesive rubber. The patches retail for 50c a package.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE.

Heavy orders for large-sized shells placed by the Allies, with American firms, has created a firmer tendency in steel and makers are now less inclined to make concessions than they were in June or July. A number of important advances have taken place this week in the prices of steel products, including tee and strap hinges, steel butts, screw and strap hinges, nails, sash weights. Some manufacturers have announced a 5% advance in stove prices. While others report prices unchanged. Wire nails have advanced 10c. per keg following an advance of \$2 per ton on wire rods in the States. Some important changes have been made in the shoe findings list and the revised prices are all higher than those shown on the March, 1916, list. The lines principally affected are heel and shoe nails, shoe tacks in bulk, shoe tacks in dozens. Cooper and barrel nails have also advanced in price. Lead pipe as predicted has declined 1 cent per pound. Wrought butts and builders' hardware have advanced about 10%. Linseed oil is firmer and has advanced. White lead is slightly weaker. Ingot metals are all weaker and unsettled. Business in seasonable lines is good and compares favorably with the corresponding period of previous years. Collections are very satisfactory. The outlook for fall trade is satisfactory.

### MONTREAL

**M**ONTREAL, Aug. 9.—There has been a slight improvement in business over last week, though the volume of trade still leaves much to be desired. The fact that many salesmen are now on their vacations no doubt has something to do with the quiescent state of affairs. City trade has shown some improvement over the last few weeks. Business in arms and ammunition continues very good, and during the past week there has been a renewed demand for lanterns, globes and burners. Flashlights also are selling better. There is still a shortage of screws, especially in sizes used for ammunition boxes. Table cutlery is moving more lively now, having in view the approaching fall wedding season. The fire in Northern Ontario has stimulated the sale of carpenters' tools and several emergency orders were shipped during the past week, while those who were burned out completely have placed opening orders. Price changes have not been very extensive.

A reduction of \$1 in lead pipe is announced, and an increase in the price of sulphite sheeting is looked for, the quotation probably going to about \$6. Boiler plates have advanced 50c per 100 lbs. The price for ¼ to ½ inch is now \$4.50 per 100 lbs., and for heads \$4.75 per 100. Sheet lead is still reported very scarce. In view of the very firm position of the steel market, an advance in

wire rope and many lines of steel products is thought to be imminent.

With the exception of steel the metal markets are still very weak and reductions were listed in lead, tin and antimony this week. Business is keeping up very well in metal lines, though a considerable shortage of many products tends to restrict the volume to some extent. Dealers complain of the difficulty experienced in getting goods, but complaints do not relieve the situation.

**Tin Declines.**—The weakness in this market culminated this week in a drop of 1c, and the quotation is now 46c to 46½c per lb., with a continued feeble market.

**Copper Unchanged.**—There was no further change in copper this week after the slight advance noted in last week's report, and we quote 29c to 29½c per lb.

**Spelter Weak.**—No change was recorded in spelter, although the situation continues weak, with a limited amount of business passing. The price remains at 18c to 18¼c per lb.

**Lead Very Weak.**—A reduction of a ¼c in lead was noted this week, following last week's report of an easier tendency in this market. The situation here is described by dealers as "very weak" and a further decline would not be a surprise. The quotation now is 8½c to 8¾c per lb.

**Antimony Down.**—The advance recorded in last week's report was not

held long, and the price is now back at about the same figures as quoted two weeks ago. Market is reported steady at 19c to 19½c per lb.

**Solders Unchanged.**—The market is steady, with quotations the same as last week, namely, 30c to 30¼c per lb.

**Aluminum Steady.**—The market is quiet and steady, with the price unchanged at 65c per lb.

**Sheet Zinc.**—No change has taken place in sheet zinc, and the market is still weak, with an easier tendency. We quote 25c to 25½c per lb.

**Boiler Plates.**—An advance of 50c per 100 lbs. in boiler plates was announced this week. Quarter to half-inch plates, which sold at \$4, are now quoted \$4.50, and heads have been marked up from \$4.25 to \$4.75.

**Lead Pipe Reduced.**—The price of lead pipe was marked down this week from \$13 to \$12 per 100 lbs., and lead waste pipe from \$14 to \$13 per 100 lbs. Traps and bends are unchanged at 10 per cent. off list.

**Iron Pipe Shortage.**—There is still a shortage in a number of sizes of iron pipe, tin sheets, tin plates and boiler tubes. Prices have not been changed on these lines, however.

**Wire Nails Firm.**—Although the predicted advance in wire nails has not yet materialized, dealers confidently look forward to a change, which may come at any moment. The strong condition of the steel market would indicate that all its products would share in an upward movement in the near future. The price locally for wire nails is \$3.75 base.

**Screws Scarce.**—While there has been no change in prices, there is a decided shortage in those sizes which are being used in the manufacture of shell boxes for war orders.

**Electric Irons.**—So great has been the demand for electric irons during the present hot weather period that wholesalers report they have been cleaned out completely for the last three weeks. It is almost impossible at the time of writing to procure an electric iron from a jobber. Retailers report that never in their history have they had such a demand as has prevailed during the past two months. Aggressive and intelligent advertising based on the severe weather conditions are held to be largely responsible for the exceptional business.

**Cutlery.**—Dealers report an increased



demand for many lines of table cutlery in preparation for the usual fall weddings. Orders thus far received indicate that business in this line will at least be up to the normal.

**Arms and Ammunition.**—Sales in this department have kept up unusually well, considering the abnormal conditions brought about by the war. The volume of orders has been considerably in advance of what had been expected, in view of so many men being out of the country on overseas service.

**Stoves and Furnaces.**—Orders for fall delivery are reported well up to the average, and though shipment of some lines may be delayed, on account of shortage of materials and labor, it is stated the general situation is regarded as very satisfactory.

**Roofing Paper.**—There has been a shortage in certain lines of roofing paper and thus far the position of affairs is unchanged. A lack of some raw materials is apparently the cause of the trouble.

### TORONTO

**T**ORONTO, Ont., Aug. 10.—Although trade has been quieter during the past few weeks, the volume of business has been unusually good for this season of the year. Shipments of goods for the fall trade are moving out in good volume, but when the time comes for booking repeat orders it is expected that there will be a shortage of some lines.

**Freight Tie-up.**—There has been a recurrence of the congestion in the freight yards, which caused so much inconvenience in the spring. The tie-up is due principally to the scarcity of freight handlers, and also to the large volume of freight moving on the railways. On this account the freight yards at the border are also congested, but the chief trouble as far as Toronto is concerned is in the local yards.

**Delay Causes Trouble.**—The delay in getting shipments is causing jobbers a lot of trouble, while in addition manufacturers are still backward in making deliveries on account of the shortage of labor and raw materials.

**Price Situation.**—Although ingot metals have been declining during the past few weeks, there is evidence of a firmness in the steel market in the United States. This firmness is due almost entirely to heavy export business in steel products. The significance of this is the possibility of some lines of hardware being affected. This increased activity foreshadows a continuance of tight conditions which at one time were thought to be gradually disappearing. There will no doubt be for some time to come a shortage of raw materials, as there is at present no indication when deliveries are likely to improve. This situation, in conjunction with the short-

age of labor and increase in cost of production, will tend to keep prices of hardware very firm, with advances or declines in a very few lines only which are subject to special conditions. As an instance, galvanized products may decline, but wire and wire nails will probably advance. In the meantime, the market is steady, with comparatively few price changes to note, although the lines that have changed are important. The advances include heavy and light tee and strap hinges, builders' hardware, rod butts, sash weights, tie-out chains, hack saw blades, soldering coppers, rifles, screw, hook and strap hinges, Parliament butts, mounted grindstones, hardware tacks, nails and capped goods, alarm clocks. Lower prices on lead pipe has been announced following a further decline in pig lead.

**Iron and Steel Market.**—Conditions in the steel trade continue very active, although the output of the mills has been somewhat curtailed owing to the hot weather. The domestic demand is light, as is usually the case at this time of the year, but export business continues heavy, with no indication of falling off. The demand for munitions being as insistent as ever, the steel companies are making a big effort to supply the necessary steel, consequently the production of rails has been affected. On this account rails are being imported from the States by Canadian railways. The C. P. R. has placed at Chicago a contract for 14,000 tons, against its rail inquiry for 25,000 tons. A considerable quantity of barb wire has also been imported into Canada from mills in the States. The situation in boiler plates is getting worse and prices are very firm, with a possibility of an advance at no distant date. Boiler tubes are unchanged and the market quiet. Both domestic and export demand are only fairly active on bolts and nuts, and prices are unchanged. Wood screws, however, are in good demand and may advance.

In the United States the export demand for steel products is heavier and continues to sustain the market, as domestic inquiry has quieted down, although more activity is looked for next month. The chief feature of the market continues to be the very heavy demand for semi-finished steel in the form of billets, sheet bars and ingots, while there is also a big export demand for barb wire and structural material. Steel bars are unchanged at 2.50c, plates 3.50c, and shapes 2.50c Pittsburgh. Bessemer billets have advanced \$1, and are now quoted at \$43 per ton Pittsburgh. Open-hearth billets and sheet bars and forging billets are unchanged. The American Steel and Wire Co. has made an advance of \$2 per ton on wire products.

**Pig Iron.**—The hot weather is having the effect of reducing the production of

pig iron, but otherwise the situation is unchanged. The market continues quiet and prices are unchanged. Hamilton No. 1 is quoted at \$24, and Victoria No. 1 at \$25 per ton.

**Metal Market.**—The general situation in the metal markets is unchanged, and prices have been maintained locally at last week's levels, with the exception of lead, which has declined. A good demand for metals for munitions continues, but ordinary business is quieter on account of the usual summer dullness. Copper quotations are still nominal, but conditions in the market are improving because of the gradual absorption of metal in second-hands. The tin market is dull and easy, at unchanged quotations. Spelter is dull, with comparatively little interest being shown by consumers. The Trust has reduced its price on lead to the same level as the Independents. Antimony continues weak, and quotations nominal, while aluminum is also unchanged.

**Copper Firmer.**—The buying movement which has been so long expected in the copper market has not developed yet, but prices are unchanged and nominal. Comparatively little copper has been available recently, as many refiners sold nearly all their production some time ago. If consumers can hold out until the end of September without heavy buying, prices may decline; but if they are obliged to buy heavily soon, an advance in prices is expected. Quotations are unchanged at 28½c per pound.

**Tin Dull.**—The market is quiet and dull at unchanged quotations. The demand for tin is light, as consumers are not taking much interest in the market for either spot or futures. Tin is quoted locally at 42c per pound.

**Spelter Easy.**—The demand for spelter continues light, particularly from the brass mills, although galvanizers are buying more metal. The market is steadier, but quiet and unchanged at 13c per pound.

**Lead Declines.**—The Trust have reduced their price ½c per pound to the basis of 6.00c New York, bringing the price to the same level as the outside market. The independents are cutting prices, which indicates continued weakness in the market. Buyers who have been holding back in anticipation of this reduction are expected to come into the market now, but the buying movement has not started yet. Lead had declined locally, and is now being quoted at 8¼c per pound.

**Antimony Weak.**—The market continues weak, with prices nominal at 19c per pound.

**Aluminum.**—There is nothing of particular interest to note in the market, and quotations are unchanged at 68c per pound.

**Solders.**—Prices of solders are inclined to be weak, and a decline may be



looked for in the near future owing to the weakness in both the lead and tin markets. Prevailing prices of solders are given in the current market quotations.

**Black and Galvanized Sheets.**—Galvanized sheets are firmer, but the situation is unchanged, and the market is steady. Spelter has not declined any further and black sheets continue firm. Prices on galvanized sheets are a little firmer in the U. S. market, but unchanged locally. Black sheets are in rather light demand at present, but the mills in the States are well filled on old contracts on which they have a good accumulation of specifications, enough to run them three months or more, on an average. Blue annealed sheets are quite firm, with a good tonnage demand for both nearby and far-off deliveries. Prices on sheets continue to be rather irregular in the primary market, but local prices, which are unchanged, are given in the current market quotations.

**Wire Products Firm.**—Export demand for wire products continues heavy, but domestic business is quiet, this being the dull season. The expected advance in prices of wire products in the States went into effect on August 7, the American Steel & Wire Co. having announced an increase in prices amounting to \$2 a ton. This advance was expected, as their mills were being flooded with specifications against contracts and new inquiries. Under these circumstances an advance in Canadian wire products is probable. In the meantime prices are unchanged, and are given in the current market quotations. The base price on wire, No. 0-9 gauge, is \$4.25 per 100 lbs.

**Wire Nails.**—Owing principally to the heavy export demand there is a continued scarcity of wire rods, with the result that considerable quantities have to be imported from the States. This condition is materially affecting the Canadian market. As the connection is closer than ever, it follows that an advance in rod material and wire nails in the States will most probably lead to higher prices here. An advance in wire nails is expected in the States, although it has not yet been announced. The possibility of higher prices is tending to keep the market firm, although quotations are unchanged in the meantime. Wire nails are quoted at \$3.70 per keg base, and cut nails at \$3.40 per keg base.

**Wrought Iron Pipe.**—The market is steady following the decline in galvanized pipe last week. Black pipe continues firm, and the situation unchanged. Skelp deliveries are still very backward. Prevailing prices on standard pipe are given in the current market quotations.

**Tin Plate Situation.**—The demand has quieted down, and it is believed that consumers are pretty well covered for the remainder of the year. None of the mills

can sell any more tin plate for delivery this year, and deliveries on some contracts will run into the first quarter of 1917. Prices are very firm, and are given in the current market quotations.

**Plate Situation.**—The market continues very firm, with no improvement in the situation as regards supply. While quotations are unchanged, the tone of the market is stronger, partly because of deliveries being further off, and because of increased strength at Pittsburgh. There is a big demand for plates in the primary market from shipyards, and export inquiries are heavy. Prevailing prices, which are for delivery at mill convenience, are given in current market quotations.

**Tee and Strap Hinges Advance.**—Higher prices on tee and strap hinges, predicted in Hardware and Metal last week, are now in effect. The new prices, which represent an advance of about 17½ per cent., are as follow. Prices per dozen pairs:

	Heavy.	Strap.	Tee.
4-inch .....	\$1 70		\$1 35
5-inch .....	2 05		1 80
6-inch .....	2 25		2 00
8-inch .....	3 05		2 30
10-inch .....	5 40		4 15
12-inch .....	6 70		6 55
14-inch .....	7 65		6 65
Light.			
3-inch .....	0 55		0 55
4-inch .....	0 66		0 61
5-inch .....	0 77		0 72
6-inch .....	0 93		0 83
8-inch .....	1 38		1 00
10-inch .....	1 92		1 30

**Rod Butts Also.**—An advance was also predicted last week on rod butts. The new prices, which are 10 per cent. higher, are now quoted at the following discounts:—No. 800, 35 p.e.; No. 838, 40 and 5 p.e.; No. 840, 50 and 51 p.e.; No. 804, 55 p.e. and No. 842, 45 and 5 p.e.

**Sash Weights Up.**—New and higher prices have been announced on sash weights. Solid sash weights are now quoted at \$1.95, and sectional ½-lb., at \$2.50 per 100 lbs.

**Advance in Alarm Clocks.**—Owing to the increase of materials entering into their manufacture, American alarm clocks have advanced 10 per cent., making a total advance in these goods of 47 per cent. since 1914.

**Builders' Hardware Advance.**—A further advance has been made in builders' hardware. Those lines that formerly carried a discount of 50 per cent., are now 45 per cent., and those at 45 per cent. are now 40 per cent. The demand is comparatively light, but the cost of raw materials is still high.

**Decline in Lead Pipe.**—The possibility of lower prices on lead pipe in the event of a further decline in pig lead was referred to in these columns last week. A decline of 1c per lb. on lead

pipe is now in effect, and the new prices are as follows:—Lead pipe \$12, and waste pipe \$13 per 100 lbs. The discount on traps and bends is unchanged at 10 per cent.

**Cordage Market.**—The general situation in the cordage trade is unchanged, with prices very firm. Conditions in the Italian hemp market continue very strong. It is reported that the new crop is not having favorable weather conditions owing to drought, and that the outlook is not promising. Indications thus point to continued high prices for Italian rope. The sisal market is also very strong, and quotations unchanged. There is a continued scarcity of sisal, and the available supply does not materially increase. Manila is dull and quiet at unchanged prices. Freight rates are still above normal, although lower than they were three months ago. The cotton production in the South has been seriously curtailed by storms, which caused floods and damaged the mills and power plants. Prices of cotton products have advanced partly on this account, and also because of the strong raw material market. Local quotations on cotton rope and twine are unchanged in the meantime. Prevailing prices of ropes and twines are given in the current market quotations.

**Advance in Tie-out Chains.**—The discount on tie-out chains has been changed from 70 and 10 per cent. to 70 per cent.

**Hack Saw Blades Higher.**—An advance has been made in some lines of hack saw blades. The new prices range from 60c per dozen for 8 in. and up to \$1.15 per dozen for 14 in. blades.

**Soldering Coppers Down.**—A decline of 2c per lb. has been made in soldering coppers, making the new price 50c per pound.

**Seasonable Lines.**—Retailers continue doing a good business in summer goods, such as ice cream freezers, refrigerators and screen doors and windows, etc. Sporting goods and fishing supplies are in good demand. Jobbers are preparing for the winter trade, and indications point to a satisfactory volume of business.

**Screw Hook and Strap Hinges Up.**—An advance of approximately 10 per cent. has been made in screw hook and strap hinges; 12 in. and smaller are now quoted at 6c per lb., and 14 in. and larger, 5¼c per lb.

**Parliament Butts.**—The following new and higher prices have been issued on Parliament butts:—No. 830, 3 in., \$1.35; 4 in., \$1.65; 5 in., \$2.25; 6 in., \$2.85, and 7 in., \$3.75 per dozen pairs.

**Stoves.**—Fall bookings on coal and gas ranges and stoves have been very encouraging, and manufacturers so far will be able to meet the demand. Oil stoves and ovens continue to move out in good volume, sales being very much better than last year.



**Advance in Rifles.**—An advance has been made in Winchester and Remington rifles; the new prices have now been figured out, and are given in the panel.

**Mounted Grindstones Advance.**—Makers of mounted grindstones have announced an advance in prices, which are as follows:—No. 300, \$4.46, and No. 400, \$4.97 each.

**Tacks and Capped Goods Up.**—Owing to the increase in cost of raw materials an advance has been made in hardware tacks, nails and capped goods. The new discount is 75 per cent., whereas the old discount was 75 and 10 per cent.

**Cooper and Barrel Nails Advance.**—An advance of \$1.50 per keg of 100 lbs. has been made in cut cooper and barrel nails. The new prices are as follows:— $\frac{3}{4}$  in., \$9.75;  $\frac{7}{8}$  in., \$9.25; 1 in., \$9, and  $1\frac{1}{8}$  in., \$8.50 per keg, 100 lbs.

### WIRE NAILS ADVANCE

An advance of 10 cents per keg on wire nails was announced by the manufacturers and jobbers on Thursday. The advance will go into effect at practically all delivery points.

### LONDON

LONDON, Ont., Aug. 10.—A number of important price changes have taken place. With the exception of galvanized iron pipe all have been in an upward direction. Business continues seasonably good and compares very favorably with business transacted during the corresponding period of previous years. Collections are good. Prospects for a good fall trade are exceedingly bright at the present time.

**Galvanized Pipe Lower.**—As predicted by Hardware and Metal some time ago, the prices of galvanized iron pipe have declined. The new quotations were shown in a panel in last week's issue and may now be found in current market quotations.

**Linseed Oil Higher.**—Two advances have taken place in linseed oil prices during the week. The demand is only fair, and price shading is in evidence in some quarters. The ruling quotations are now:—

	Raw.	Boiled.
1 to 2 barrels .....	90c	93c
3 to 5 barrels .....	89c	92c
6 to 9 barrels .....	87c	90c

**Turpentine Higher.**—An advance of one cent per gallon has taken place in turpentine quotations. Quotations locally are now as follows:—1 barrel lots, 69c per gallon; 2 to 4 barrel lots, 68c per Imp. gallon; 5 gal. lots, 76c per Imp gallon ..

**Tie Out Chains Advance.**—Another advance has taken place in the price of tie-out chains. The new price is 70 per cent. off list.

**Hinges Higher.**—As predicted by Hardware and Metal, prices of hinges

have advanced. Screw and strap hinges 12 in. and smaller are quoted at 6 cents per pound; 14 in. and larger at  $5\frac{1}{4}$ c per pound. Tee and strap hinges and butts have also advanced. New prices are shown elsewhere.

Parliament butts No. 830 have ad-

### IMPORTANT CHANGES IN SHOE FINDING LIST.

Important advances took place Thursday on the list of shoe findings. The last list was issued on March 15. Some lines on the March 15 list have not been changed. The lines affected and the new prices are as follows:

#### Heel or Shoe Nails.

14 Ge. and heavier, 4-8 and longer—In bulk, \$8.90 per 100 lbs.; in 1-lb. papers, \$9.40 per 100 lbs.

15 and 16 Ge., add 5c to above prices in 100 lb. quantities, one size.

17 Ge., add \$1.00 to above prices, in 100-lb. quantities, one size.

#### Swedes Iron.

14 Ge. and heavier, 4-8" and longer—In bulk, \$9.00 per 100 lbs.; in 1-lb. papers, \$10.10 per 100 pounds.

15 and 16 Ge., add 5c to above price, in 100-lb. quantities, one size.

17 Ge., add \$1.00 to above price, in 100-lb. quantities, one size.

#### Tacks

In 1-lb. Papers or Bulk.  
Per 100 lbs.

Oz.	Shoe or Hand Pullers	Re- Machine placing	Machine Welt	McKay
$\frac{1}{2}$ ....	\$21.80	.....	.....	\$22.75
$\frac{3}{4}$ ....	19.40	.....	.....	20.30
1 ....	16.80	.....	.....	19.90
$1\frac{1}{4}$ ....	16.40	.....	.....	19.00
$1\frac{1}{2}$ ....	15.00	16.50	.....	18.40
$1\frac{3}{4}$ ....	14.90	.....	.....	17.75
2 ....	14.35	15.50	17.40	17.10
$2\frac{1}{2}$ ....	12.85	15.00	16.40	16.10
3 ....	12.75	14.50	16.00	15.50
4 and larger..	11.75	14.40	15.50	15.00

Insole Machine Tacks, charge same as Machine Welt.

Insole Hand Tacks, charge same as Pullers. Wood Heel Tacks,  $\frac{3}{8}$  and 6-8, \$15.50 per 100 lb.

#### Shoe Tacks

In Dozens

	Per 100 dozen
$1\frac{1}{2}$ oz. and smaller .....	\$25.90
2 oz. ....	29.85
$2\frac{1}{2}$ oz. ....	32.85
3 oz. ....	38.90
$3\frac{1}{2}$ oz. ....	40.80
4 oz. ....	43.75
5 oz. ....	50.70
6 oz. ....	58.10
8 oz. ....	78.50
10 oz. ....	96.85

Terms: 2% cash in 30 days.

Delivered in Store: Montreal, Toronto, Hamilton, Galt, Morrisburg, Quebec, Berlin.

Freight Allowance: Actual freight not exceeding 25c per 100 lbs. on shipments of 200 lbs. or over allowed from Montreal, Toronto, Hamilton and Galt.

vanced and the new net prices are as follows:—

	Per doz.
No. 830 x 3 in. Right and Left	\$1.35
No. 830 x 4 in. Right and Left	\$1.65
No. 830 x 5 in. Right and Left	\$2.25
No. 830 x 6 in. Right and Left	\$2.85
No. 830 x 7 in. Right and Left	\$3.75

**Blades Advance.**—Some lines of hack saw blades have advanced. Quotations range from 60c per dozen for 8 in. to \$1.15 per dozen for 14 in. blades.

**Grindstones Higher.**—Mounted grindstones have advanced and are now quoted at \$4.46 for No. 300 and \$4.97 for No. 400.

**Castor Oil.**—There is a firm demand for castor oil (firsts). Price locally is 20c per pound.

**Soldering Irons Down.**—Soldering coppers have changed slightly and are quoted at 50c per pound for sizes from 3 to 12 lbs. pair; 2 lbs. to pair 52c per pound; 1 lb. per pair 56c per pound.

**Rope Firm.**—Quotations on rope remain firm. There is a good seasonable demand for hay fork rope. Quotations follow:—

Pure Manila .....	22 $\frac{1}{2}$ c lb. basis
British Manila .....	18c lb. basis
African Hemp .....	18c lb. basis
Sisal .....	15 $\frac{1}{2}$ c lb. basis

**Nails Firm.**—There is only a fair demand for wire nails, and stocks are heavy. Wire nails are quoted at \$3.70 base; cut nails \$3.40 base.

**Fence Wire Firm.**—No changes have been made in quotations on fence wire. No. 9 plain galvanized is quoted at \$3.70 per 100 lbs.; No. 12 at \$3.85 per 100 lbs.; No. 13 at \$3.95 per 100 lbs. No. 9 coil spring remains at \$3.75 per 100 lbs.; barb wire at \$4.25 per 100 lbs.

Oiled and annealed wire is quoted as follows:—No. 10, \$4.41 per 100 lbs.; No. 11, \$4.46 per 100 lbs.; No. 12, \$4.55 per 100 lbs.; hay baling, No. 14, \$4.65 per 100 lbs.

**New Prices on Rifles.** The following new prices have gone into effect on Winchester and Remington rifles and shot guns:—

Winchester Rifles and Carbine models, 1890, 1892, 1894, add 13 $\frac{1}{2}$  per cent. Winchester Rifles Models, 1886, 1895, add 20 per cent.

Winchester Rifles models, 1905, 1907, self loading, add 20 per cent.

Winchester Rifles model, 1910, self loading, add 33 $\frac{1}{2}$  per cent.

Winchester Rifles, single shot, 1902 x 22 cal. \$5.60 each; 1904 x 22 cal. \$7.50 each; Repeater, 1906 x 22 cal. \$16. each.

Winchester Reloading Tools add 22 $\frac{1}{2}$  per cent.; Winchester Detached Sights, add 30 per cent.; Winchester Supplemental Chambers, \$7.45 doz.; Winchester Shot Guns, model 1897, add 20 per cent. Winchester Shot Guns, model 1912, add 26 $\frac{1}{2}$  per cent.

Remington Rifles:—Repeater 12A x 22 cal. \$17.15; Repeater 12C x 22 cal. \$20.95 each; Repeater 14 A \$32.20 each. Single Shot No. 6 x 22 cal. \$4.85 each; Remington Shot Gun No. 10 A \$38.65 each.

**Glass Firm.**—The demand for glass is light at present. Single diamond is quoted at 30 per cent.; double diamond 30 per cent.; cut lights. 50.5 per cent.

**Seasonable Goods.**—There is a good demand for all seasonable lines. Har-



vest tools are quoted at 40 per cent off list; Poultry netting 1 in. and 2 in. mesh 25 per cent.; screen cloth, 100 ft. rolls, \$2.25 per 100 sq. ft.; 50 ft. rolls, \$2.30 per 100 sq. ft.

**White Lead in Oil.**—The demand for white lead in oil is light and quotations are unchanged. The market is weaker and a price readjustment may take place in the near future. The price quoted at present is \$13.95 per 100 lbs. in ton lots and \$14.25 per 100 lbs in less than ton lots.

### WINNIPEG

**W**INNIPEG, Aug. 10.—The severe electrical storms, with excessive rains and in many cases accompanied by hail, have done considerable damage throughout certain sections of the West, but not to such an extent as to cause excessive worry to the majority of farmers. However, there is no doubt that conditions in some districts are very bad, and southern Manitoba seems to have got more than its fair share of damage so far. It means that strictest economy will have to be exercised in these affected districts, but farmers should be able to do this better now from experience gained in former lean years.

### Price Changes

Throughout the past week price changes have been comparatively light, but new prices on loaded shells, metallic ammunition and guns and rifles are now available. A review of these show that the advances, while not on a par with those made by the manufacturers, are still very heavy, but whether this will curtail the amount sold is still a question. The majority of the shells have been booked at the old prices and are being shipped as rapidly as possible by the various jobbers. Prices now being quoted on loaded shells, standard loads, are: Eley's Black and Dominion Crown, 10 ga., \$34.25 per M; 12 ga., \$31 per M; Sovereign and Regal, Smokeless, 10 Ga., \$41.80 per M; 12 ga., \$38.00 per M; Canuck and Nitro Club, Smokeless, 12 ga., \$41 per M; Winchester Repeater, Smokeless, 12 ga., \$47.50 per M; Winchester Leader, Smokeless, 12 ga., \$52 per M.

### Metallic Ammunition

On metallic ammunition, new prices on the lines of 22 cartridges will illustrate how the entire line has been affected. Prices per 1,000:

Dom. U.M.C. Winchester			
22 Short, Smokeless...	\$3.94	\$4.69	
22 Long " ....	5.40	6.38	
22 Long Rifle " ....	6.25	7.50	
22 Short, Smokeless,			
Hollow Point ....	4.25	5.06	
22 Long, Smokeless,			
Hollow Point ....	5.76	6.80	
22 Short, Black, or			

Lesmok .....	3.60	4.25
22 Long, Black or		
Lesmok .....	4.32	5.10

With some of the larger rifle sizes, prices now being quoted bring the line into the luxury class and it is more than likely sales may be somewhat affected.

### Pipe Lower

Another result of the recent decline in the price of spelter is shown in the new prices now prevailing on galvanized wrought pipe wherein will be seen a slight reduction from previous quotations. Quotations to-day are as follows: Per 100 ft.:  $\frac{1}{4}$  in., \$6.25;  $\frac{3}{8}$  in., \$6.30;  $\frac{1}{2}$  in., \$6.75;  $\frac{3}{4}$  in., \$8.45; 1 in., \$12.50;  $1\frac{1}{4}$  in., \$16;  $1\frac{1}{2}$  in., \$20.25; 2 in., \$27.20;  $2\frac{1}{2}$  in., \$43.05; 3 in., \$56.30.

### Fence Wire

Prices on barb wire and staples still remain firm with Lyman 4 pt. wire @ \$3.65, f.o.b. Winnipeg; Glidden 2 pt. wire @ \$3.50, f.o.b. Winnipeg; Bright Wire Staples @ \$4.30, f.o.b. Winnipeg; Galvd. Wire Staples @ \$5.10, f.o.b. Winnipeg.

### Shot and Powder

The latest quotations being made on drop and chilled shot and powder do not indicate that any change has been made in these commodities as yet, and the market remains firm as follows: Powder, per keg., \$11; Soft Shot, per cwt., \$15.25; Chilled Shot, per cwt., \$16.75; Buck Shot, per cwt., \$16.05; Ball, per cwt., \$16.45.

### Other Changes

Other items on which revisions have been made are as follows: Blacksmith's Vises, 45 lbs. and under, \$7.50 each; over 45 lbs., 18c lb.; Clothes Wringers, universal, \$28 doz.; Royal Canadian, \$41 doz.; Crest, \$39.50 doz.; Cotton Waste,  $14\frac{1}{2}$  c. lb.; Alabastine, white, 5 lb. pkgs., \$6 per case; Tints, 5 lb. pkgs., \$6.50 per case.

### Paper Higher

Another important advance has been recorded in the price of building papers, quotations being for plain, 55c to \$1.05 per roll; tarred, 75c to \$1.20 per roll.

### R.M.A. EXECUTIVE DEFIES MR. McGEE

(Continued from page 26.)

Now this is a strong letter. It is generally along the lines on which we do business. It must be distinctly understood that personally we have the greatest respect for Mr. McGee, for Mr. Detchon, for the Credit Men's Association in general. We can't understand for the life of us why it is that the Credit Men's Association, representing the wholesale trade of Western Canada should attempt to knock the Retail Merchants' Association of the Province of Saskatchewan in the manner in which it does. The Retail Merchants of

Saskatchewan are the clients of the people the Credit Men's Association represent.

Surely they can take a lesson from us in this respect. The attempted opposition of the farmer going into the mercantile trade with the idea of putting the retailer out of business in the Province of Saskatchewan—what was our attitude? Believing as we do to-day that farming is the basic industry of the country, that we could not exist for a moment without the farmers, that there would be no Province of Saskatchewan without the farmers, we believe he is the only man to be considered in every sense of the term. What was the Retail Merchants' attitude towards that? To see that they receive every consideration of every kind, and never did the Retail Merchants' Association of the Province of Saskatchewan raise their hand in the slightest degree to interfere with the development of the farmers in any shape or form, with this ultimate result: that the farmers to-day are practically united with the Retail Merchants' Association, they are friends, our mutual interests are very much the same, we are working in perfect harmony, we are helping one another.

Isn't the Wholesale Jobber's Association very much in the same position to the retailer as the retailer is to the farmers? Then why in the name of common sense do they not stand behind this Association of ours and help it in every way possible and try and blend in this Province between the farmer, the retailer, and the wholesaler, the most friendly kind of feeling, that a united effort might be put forth to develop the Province as it should be developed?

What is the real reason? The real reason is just that Winnipeg is not in the Province of Saskatchewan, and we are mighty good and glad that it is not. We hope that we will never have in our beautiful cities of Saskatchewan that selfishness that has always predominated in the City of Winnipeg, and while we are glad to have any assistance and any help that realize to-day that we have a far superior Province in Saskatchewan than they have in Manitoba—from wheat statistics, from stock statistics; from every statistic of every kind there is no comparison in the world.

Then why is it necessary in any sense of the term that our head offices for anything that we own should be centred in Winnipeg? Surely with such centres as Regina, Saskatoon, Moose Jaw, Weyburn, or Prince Albert, we have all that is necessary to form head offices for the requirements of our own Province, and the time is not soon coming, it is right

(Continued on page 42.)



# WEEKLY PAINT DEPARTMENT

## Concrete Surfaces Need Protection

*Information Which Should be Known to Every Retailer—The Importance of Protecting Concrete Surfaces—Knowledge of Concrete Defects Important.*

**P** AINTS for concrete surfaces are one of the comparatively new lines which are being carried by hardware firms. There is a tremendous need for paint of this kind. There are unlimited opportunities for hardware merchants who will push the sale of concrete paints in a thorough and systematic manner. Investigation shows that many retailers have not given this line of goods the consideration which it deserves. They have not studied it as they should. When customers ask for information regarding concrete paints the retailers and their salesmen are too often unable to supply the information which is needed to clinch a sale.

The subject is one that should have the attention of every retailer and clerk. In this respect, a paper recently read before the executive board of a Master Painters' and Decorators' Association should prove interesting and instructive to every retailer and clerk. The paper was read by Dr. Edgar Ahrens, chemist of the Muralo Co., and is reprinted as follows:

Many technical articles have appeared from time to time in the trade journals, and every now and then a paper is read at a master painters' convention dealing with this topic, emphasizing the importance of concrete paints. The phenomenal growth of the American Portland cement industry, together with the wide application of cement for buildings where strength and durability are sought, account for the extensive use of this valuable material. However, there are many difficulties peculiar to the cement surface which should be given careful consideration before arriving at a conclusion as to the most appropriate coating for the purpose.

It is the province of this paper to point out some of the defects and imperfections of the average and abnormal concrete surface, and to suggest various means of overcoming these defects and to discuss the requirements of concrete paints.

The unattractive, monotonous gray tone of Portland cement and the occasional spotted and streaked appearance

of concrete construction, of efflorescence, necessitate not alone a decorative coating, but also a coating which will preserve the concrete in order to guard against those destructive and disintegrating influences, such as alternate heat and frost and the mechanical action of dust and mineral particles carried by the winds, also erosion and oxidation, all of which are collectively grouped under the term weathering. Before considering the best means of protecting the concrete surface against all these destructive agencies it would be well to consider the nature of concrete and its component parts, thereby giving us a better understanding of the proper preservation, at the same time enhancing its appearance.

"Concrete for permanence," is an oft-repeated phrase, but to fully realize this and give it a practical significance, it must be protected from external influences by an appropriate coating. We might call concrete an artificial stone, comparable to a natural mineral aggregate, such as sandstone, but more durable on account of its monolithic character, and further improved by suitable reinforcement, thereby taking advantage of the great tensile strength of steel, combined with the high crushing resistance of concrete. The elements of concrete are cement, sand, stone, gravel, clay, cinders and very often a high percentage of lime added to decrease permeability or tendency of water, especially under pressure, to percolate through the structure. Assuming the elements of concrete to be of good quality, the proper proportioning and blending of these components determines the soundness of the structure, while the non-observance of certain rules familiar to the concrete engineer gives rise to many difficulties.

Very often a master painter is called upon to improve the appearance and prevent the absorption of moisture of a concrete surface, and it is found, on account of the change in volume of concrete, due to alternate dampness and dryness, the results are not quite up to the owner's expectations; whereas, a knowledge of concrete defects would

have shown means of avoiding imperfections in the finished work, and possibly show conditions quite beyond control of the master painter. The variation in permeability and density, also improper concrete mixes, causes hair cracks. The presence of sulphur compounds also causes the concrete to swell and crack, but this cause is not general, as only traces of sulphur are contained in Portland cement; whereas, slag cements usually contain an excessive quantity of this element; however, the latter kind of cement is not used to any great extent. Careless reinforcement, or too early removal of forms in placing the concrete, difference in expansion and contraction due to the heat evolved when the cement sets, and also incorrect constructional details, all contribute to the development of cracks in concrete surfaces. Crazing, or the irregular markings of a concrete surface, is usually due to excessive trowelling. The light active cement particles floating to the surface and having unequal expansion and contraction with the concrete body is the cause of crazing.

Mechanical means, such as rubbing the surface with a brick dipped in water or other abrasive, such as carborundum, should be used to eliminate hair cracks before applying concrete paint. This is only necessary if the crazing or hair cracks are pronounced and would be shown in relief after painting. Body cracks in a concrete structure may be due to several causes, some of which have been mentioned; but more particularly to the too quick removal of forms, causing internal disturbances and shrinkage from setting and hardening.

Efflorescence, or as improperly called "saltpetre," is generally known to have its origin in the cement rather than in the sand or other components in concrete. Some cements do not show efflorescence. So-called cankers on a concrete wall, causing at times the breaking away of quite large masses of concrete, can be attributed to the successive disposition of salts on the surface. The reason the efflorescence is evidenced as irregular patches on a concrete wall is due to differences in density and permeability to water. Any condition which reduces permeability, or prevents absorption of moisture, will consequently prevent deposition of soluble salts or efflorescence. This condition can be obtained by properly sealing the

(Continued on page 42)





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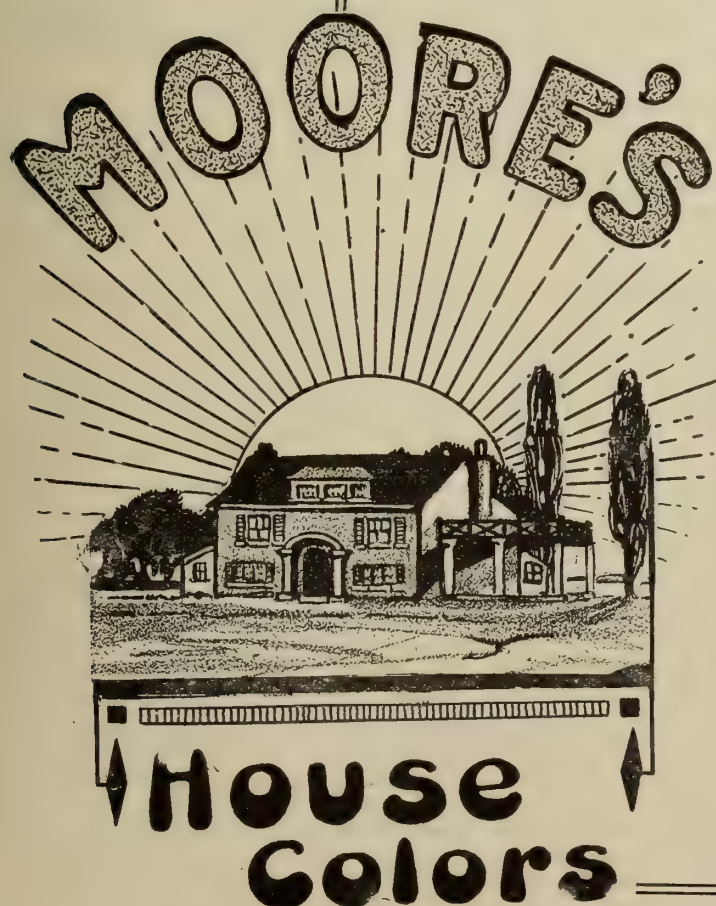
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WEST TORONTO, CANADA

*If interested, tear out this page and keep with letters to be answered.*



## WEEKLY PAINT DEPARTMENT

(Continued from page 40.)

pores of the concrete with a tough alkali-proof cement paint.

It is well known that unseasoned concrete contains free lime, and may also contain an addition of hydrated lime, which tends to waterproof the concrete. Various metallic salts have been recommended for the neutralization of lime with more or less success. Sulphates, however, give the best results. Sulphate of alumina is very effective and economical, a solution of 15 per cent strength being applied with a brush and allowed to dry. It is best, however, to avoid all salt solutions and depend upon the neutralizing action of carbonic acid in the air; in other words, allow the concrete surface to stand at least six months before painting.

Efflorescence can be removed by washing with a weak solution of muriatic acid, one part of acid to five parts of water, and then washing the surface with clean water. This treatment, however, is expensive in time and brushes, and it is better to use a wire brush. This also does not corrode the concrete as much as acid. A concrete coating, however, if properly designed to meet conditions of excessive alkali, moisture and variation in density, irregularities and imperfections of the surface, should meet these conditions without resorting to neutralizing agents, such as salt solutions, etc., and should be made from an unsaponified vehicle and durable pigments, zinc oxide predominating. Lead and oil, or perhaps lead and zinc, with so-called reinforcing pigments, such as barytes, clay, silica, etc., are without a doubt the materials, par excellence, as regards exterior painting of wooden structures, but where there is a great alkalinity linseed oil is not the logical vehicle. On a seasoned concrete surface, however, three coats of lead and oil will no doubt give a satisfactory coating, if conditions are not very severe, but for wide application and general utility the most appropriate coating is one that shows little or no action when in contact with free lime and moisture.

A concrete coating conforming to these requirements can be made from certain gum resins from which the portion acted upon by the lime alkali has been removed. This is affected by heat treatment in presence of caustic alkalies or with solvents. It is manifest that if we remove the saponifiable portion of the gum resin or that component which is attacked by alkalies, the residual product will resist the lime alkali in concrete. Essentially, then, what we accomplish by this process is to remove the substance which would otherwise be subject to decay by the action of lime if incorporated in the paint vehicle. Of course, the presence of this component in the vehicle of a concrete paint if act-

ed upon by lime would weaken the paint film, and consequently the concrete coating would not fulfill its purpose; that is, preserving and decorating the concrete surface upon which it is applied. Wood oil heated to a high temperature is also indurated against lime and acquires the valuable characteristic for such purpose by drying to a hard, tough and elastic film in the presence of moisture. This is a most valuable property, for almost invariably the concrete surface is damp, or the body of the concrete contains sufficient moisture to retard the drying of linseed oil paint.

It has been remarked that oxide of zinc should be the chief component of the pigment portion of a concrete paint. Unquestionably this pigment is the most valuable for this class of work, but if used exclusively would harden the paint film to such an extent that volume changes of concrete, causing expansion and contraction, would not be provided for. It is, therefore, desirable to modify this tendency of zinc oxide by an addition of calcium carbonate, asbestos or other so-called inert pigments, or preferably a combination of lead zinc pigments.

From what has been said concerning the nature of concrete, its almost invariable dampness and caustic condition, variation in density, presence of soluble salts, etc., emphasize the necessity of a concrete coating designed to provide against these adverse conditions, and that there is good ground for the existence of the modern concrete coating would hardly be denied by any master painter. Furthermore, actual service tests have demonstrated conclusively the utility of the prepared concrete coating, not alone on account of its economy, but also because it fulfills its purpose of enhancing and preserving a concrete surface.

## WEEKLY PAINT MARKET

(Continued from page 44.)

tendency due to the further decline in pig lead, and also light demand. White lead is quoted at \$13.95 per 100 lbs. in ton lots and \$14.25 in less than ton lots.

**Gasoline Weaker.**—Increased interest developed in the market following the announcement of a decline in gasoline of 1c per gallon by the Standard Oil Co. Since then the lead has been taken up by other large refiners in the States which has naturally weakened prices here. The reduction in the price of gasoline is believed to be an indication that supply is at last more nearly approximating production. A further reduction of 10c per gallon has been made on crude oil in the States which may be reflected in Canadian crude. Local quotations on gasoline are unchanged at 32c per gallon but it is very likely that a reduction may be announced in the

near future. Benzine is also unchanged at 31½c per gallon.

**Glass Firmer.**—Prices of both plate and window glass are considerably firmer following the announcement of advances by American glass manufacturers. No change in prices has as yet been made by local jobbers but there is little doubt that some action will have to be taken sooner or later as the margin of profit is too fine. Stocks are not by any means light and business is quiet otherwise there would be little hesitation in advancing prices. Conditions in the trade are not particularly satisfactory as the manufacturers practically control the situation. All specifications must be submitted to the manufacturers for approval before they will quote thus making the situation difficult for the jobbers. Deliveries have improved considerably owing to easier conditions at the glass factories. It is generally believed that the manufacturers have reached the crest of the busy period. Prices are given in the current paint market quotations.



## R.M.A. EXECUTIVE DEFIES MR. McGEE

(Continued from page 39.)

here to-day in these times of loyalty and united effort that the farmers and the retailers and the consumers of the Province of Saskatchewan should say, "First things first," and see that no other Province gets out of this Province only that which she is not able to take care of herself.

Yours very truly,

The Executive Board of  
The Saskatchewan Branch,  
The Retail Merchants' Association of  
Canada, Inc.



## PRACTICAL SHEET METAL WORK

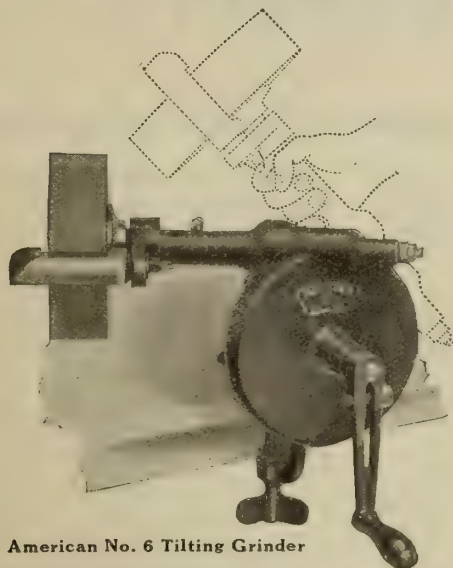
(Continued from page 31.)

not exist, and the warm air furnace which is not equipped with temperature controlling devices, or heat regulating appliances is no more complete than the furnace without a door or a smoke pipe. Further, no portion of the furnace will pay as great an interest by reducing upkeep and giving service as will that portion of a furnace which controls the temperature of a home. The accompanying plate shows a number of furnaces fitted up with such appliances as have been discussed in this article. A shows a Minneapolis Motor fitted to furnace. B shows a Honeywell Solenoid Regulator. C an enlarged view of B. The Minneapolis type is a spring motor and requires winding up. The Honeywell type is operated by chain and weight very similar to the winding action of a grandfather's clock.

(Continued in next issue.)



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American No. 6 Tilting Grinder

### SICKLE GRINDERS TOOL GRINDERS POWER GRINDERS

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You can build up a bigger varnish business by featuring Berry Brothers' brands.

**LUXEBERRY WHITE ENAMEL** — whitest white, stays white. Makes permanent snow white finish in either gloss or dull effects.

**LIQUID GRANITE** — floor varnish. Makes smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where durability is desired.

**LUXEBERRY WOOD FINISH** — for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR** — for exterior work. Especially adapted for durability under extreme exposure — front doors, store fronts, marine work, etc. Makes handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealers' proposition.

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World's Largest Varnish Makers

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**T**HAT'S right—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

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# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, Aug. 10.—The general features of the paint situation continue as previously outlined. There continues to be a noticeable lack of demand for paint for building purposes other than in the case of additions to factory plants but all reports are uniformly encouraging as to the aggregate volume of business that is passing. The usual August quietness is being experienced but to a lesser degree than is usual, although travellers are reported as still being largely off the road, and more business is reported than in July. Easiness is noted in some quarters for raw material but present indications point to material market fluctuations as the cause rather than any fundamental weakness.

The feature of the week has been the 6c to 10c advance in oil which has in turn been followed by some primary market weakness that has so far failed to influence prices here. Developments are said to be pending in white lead which the uncertain condition of the oil market has heretofore protected from changes. Arsenate of lead and Paris green trade is practically over with for the season. A recent development of prime importance in view of its possible effect at a later date on the Canadian market is the announcement that local firms are making a determined effort to establish a permanent export trade particularly in dry colors. They are stated to be in a very strong position to secure such trade, particularly in the case of the West Indies. Reports received indicate that section as well as Britain, France and South America as sharing in attention in this respect. Enquiries appear to be fairly numerous and spread throughout the manufacturing trade. A fairly large number of small sample shipments have already been made and as these are approved larger ones result. A car of Canadian red oxide was billed out for export a few days ago.

**Linseed Oil Higher.**—The market has advanced as expected and the ruling price to-day is 85c a gallon for raw and 88c for boiled oil. Although there is still some variation in the quotations from various firms, the range has appreciably narrowed and 4c represents the extreme of difference in competitive prices. This advance however was followed about the middle of this week by

a 3c to 4c decline which is blamed on market manipulation and is generally described here as a temporary condition that has no excuse for occurring in the face of the present crop news. The American Dept. of Agriculture's report on the flax crop is awaited with keenest interest and is expected any day to definitely fix the status of the market for some time to come. In view of present indications pointing to its being unfavorable the weakness referred to is viewed here with dissatisfaction rather than concern and the tone of the market remains strong although influenced to a slight extent in some quarters by the decline in price of crushers supplies. Prices are as follows:—

1 to 2 bbls. ....	83c-87c	86c-90c
3 to 5 bbls. ....	82c-86c	85c-89c
6 to 9 bbls. ....	81c-85c	84c-88c

**White Lead Weak.**—White lead continues unchanged in price at \$14.10 a 100 lb. for less than ton lots with no diminution of the weak tone that has characterized it for some time past. It is stated that only the strength of oil and the indefinite metal market have heretofore prevented a material reduction in price and interests that are strongly in control anticipate action along this line late in the month, if other conditions remain as at present. The pig lead market has developed additional weakness, trust prices having declined ½c and outside interests ¼c so that both are now at the same level of a 6c metal in the States. Dry lead makers on the other side however have not followed the decline and are reported as being heavily oversold so that the drop has not been sufficient to alter prices here.

**Turpentine Stronger.**—There has been no change in price or other ruling factors of the local turpentine market and 68, 69 and 70c continue to be the going prices. Additional strength however is reported from primary sources but was of so slight a nature that it has resulted in a considerable variance of prices as the advance was not generally followed.

**Paris Green.**—Prices remain unchanged and are as per current quotations. Demand has dropped off as the season is practically over here; otherwise the market in general remains unchanged, with supplies scarce and few sales passing.

**Gasoline.**—Prices are unchanged from last week at 33c per gallon in barrel lots and local distributors profess to see no reason for any immediate change. Demand is good with no let up anticipated until the approach of the winter season restricts automobile use as usual as well as affecting prices.

## TORONTO

**T**ORONTO, Ont., Aug. 10.—The paint trade continues seasonably quiet and there have been no developments of particular importance during the week. A decline in prices of gasoline in New York caused some excitement locally but no change has been made here as yet. Linseed oil and turpentine are quoted as per last week and the situation in both markets is unchanged considerable firmness has developed in prices of glass for window and plate due to advances in the primary market. The white lead market is weak and unsettled following a further decline in pig lead.

**Linseed Oil Firm.**—The linseed oil market continues firm and the situation unchanged from last week. The range of prices however has closed up and there is now only a spread of 3c between the high and low quotations. The flax seed market continues firm and a few points higher, giving a firm undertone to the oil market. The following prices are being quoted for oil in Toronto with the high level more generally quoted:—

	Raw.	Boiled.
1 to 2 bbls. ....	87c-90c	90c-93c
3 to 5 bbls. ....	86c-89c	89c-92c
6 to 9 bbls. ....	85c-88c	88c-91c

**Turpentine Firm.**—The market is quiet and firm at unchanged prices. Business continues seasonably quiet and stocks of turpentine locally are light. The market at Savannah is quiet and prices unchanged. The export movement in the South is still disappointing and domestic buying is largely of a hand-to-mouth character. Rosins are unchanged with a weaker tendency. The following prices are being quoted on turpentine in Toronto, 1-barrel lots 69c; 2 to 4 barrel lots 67c and 5 gallon lots, 77c per Imperial gallon.

**White Lead.**—Prices on white lead in oil are unchanged but have a weak

(Continued on page 42.)



# Look in Next Week's "Hardware and Metal"

for a four-page advertisement that will give you something to think about.

If you are already an agent for Brandram-Henderson Paints and Varnishes, it will come to you as a very pleasant surprise. If you are not, but are in a locality where we are not already represented, it will probably make you want to become one.

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# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 51  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

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"Dominion" B.B. Caps, \$3 per M. net; C. B. Caps, \$2.60 per M. net; 22 short, black, 20%; 22 short smokeless, 30%; 22 long, black, 20%; 22 long smokeless, 20%; 22 long rifle, black, 7½%; 22 long, rifle, smokeless, 7½%; other R.F. ball, 10%; R.F. shot, 10%; centre fire pistol, list plus 55%; C.F. sporting, list plus 60%; shot cartridges, same as ball; empty shot shells, 5%; blanks, add 25%; bullets, 40%; Primers, \$2.70 per M. net; brass shot shells, 20%; "Winchester" B.B. Caps, \$3.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66-2-3%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

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B.T.—Sin., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iand made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 25  
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Samson, single bit, handled doz. .... 13 00  
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Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25 10 00  
Double bit ..... 11 00 12 50  
Hunters' Axes ..... 5 50 6 50  
"Boys" Axes ..... 6 25 7 00

Bench Axes, Samson

No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb. Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

BENZINE Montreal Toronto  
Single bbls., gal. ... 0 32½ 0 31½  
Drums, gal. .... 0 29½ 0 28

## BOLTS AND NUTS

Carriage Bolts (\$1), list, % in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, % in. dia. and smaller, 40%.

Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, % in. dia. and smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%.

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Bolt Ends, 30%.

Plow Bolts, 30%.

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Fancy Head Bolts, 25%.

Shaft Bolts (\$3 list), 25%.

Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%.

Nuts, square, 2c off list.

Nuts, hexagon, 2c off list.

Stove Rods, per lb., 8c.

Stove Bolts, 62½%.

Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 09½

## BRASS

Per lb.  
Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60  
Rods, base ½ to 1 in. round 0 55

Tubing, seamless base .... 0 55

Tubing, iron pipe size, 1 in. base ..... 0 50

Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25-8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

Per doz.  
No. 1—18 in. x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 100%.  
Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc  
Per doz. .... \$ 75

Pony ..... 3 55  
Crown ..... 3 75  
Dandy ..... 2 65 3 85  
Improved Globe ..... 2 75 2 95  
Standard Globe ..... 2 75 3 95  
Neptune ..... 3 00 4 25  
Original Globe ..... 4 25  
Newmarket King ..... 4 25  
Victor (Glass) ..... 4 25  
Jubilee ..... 4 25  
Diamond King (Glass) ..... 4 50  
Western King

(Enamel) ..... 4 25  
Reaver, brass ..... 6 00  
Wood, double faced, ..... 1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. 16 13  
Weighted, 20 lbs., per doz. 18 50  
Weighted, 25 lbs., per doz. 22 32

## BUTTS

No. 804, 55%; No. 840, 50, 55c.  
No. 800, 55%; No. 838, 40 and 5%;  
No. 842, 45 and 5%.

## CANS

Milk factory cans, 15%.  
Cream cans, 20%.  
Railway cans, 20, 5%.

Good delivery and creamery cans, 20%.

Cream cans, 35%: with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.  
Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots .... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto, 1 50 1 50  
White Bros. English, 2 00 2 05  
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 ..... 23 00 28 00

Fire brick, English, 17 00 21 00

Fire brick, Mm., low 23 00 25 00

Fire clay, 2½-lb. tins, doz. 1 25

## CEMENT (FURNACE)

1½ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04

## CEMENT, ROOFING

Per gal.  
Roofing cement (in bbls.) ... 0 29  
Cement (in 5 and 10 gals.) ... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross, 0 65 0 80  
Carpenters' lead pencils, per gross ..... 2 40 6 75  
Crayons, per gross ..... 0 20

Carpenter, white, gr. 0 65

Carpenter, blue, gr. 0 80

Carpenter, red, gr. 0 80

## CHISELS

Cold chisels, 5x6 in., doz. ... 2 20  
Bevel edge, 1 inch, doz. .... 2 50  
Common cold, ½, \$1.35; ¾, \$2; 1, \$2.75; ¾, \$3; 1, \$4.

Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ¾, \$6.95; 9-16, \$6.95; ¾, \$6.90; ¾, \$6.70; ¾, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB 3-16 in., \$9.25; ¼ in., \$6.75; 5-16 in., \$5.25; ¾ in., \$4.50; 7-16 in., \$4; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

Steel Jack, 15% net.

Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½% f.o.b. Ottawa, Kingston, and Montreal, 35%.

## CHOPPERS, FOOD

Universal No. 0, ..... \$12.00 doz.  
1, ..... 12.80 doz.  
2, ..... 16.20 doz.  
3, ..... 23.40 doz.

## COPPER

Montreal Toronto  
Casting ingot, see weekly report  
Bars, ½ to 2 in., 46 50 46 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 45 00 45 00

Copper sheet, tinned, 14x60, 14 oz., 54 00 54 00

Copper sheet, planished, 14x60 base, 57 00 57 00

Braziers' in sheets, 6x4 base, 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Montreal  
Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

Galvanized

Apollo Crown Gorbals  
18x24x52 .. 6 25 6 25 6 50  
60 .. 6 50 6 50 6 75  
20x28x47 .. 6 75 6 75 7 00  
20x28x94 .. 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box  
IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00

IXX, 14x20 base ..... 10 25

IXXX, 14x20 base ..... 10 25

Raven and Murex Grades—

IC, 14x20 base ..... 7 00

IX, 14x20 base ..... 8 00

IXX, 14x20 base ..... 9 50

IXXX, 14x20 base ..... 12 00

"Allaway's Best" Standard

Quality.

IC, 14x20 base ..... 8 75

IX, 14x20 base ..... 9 75

IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Denn or I G Grade—

I C, 20 x 28, 112 sheets, 210

lbs., \$11; 216 lbs., \$11.50.

## COKES, BRIGHT

Bessemer Steel—

10x14x20 base ..... 6 50

20x28, double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80

Look Out ..... 1 00

Big Ben, each ..... 2 25

Baby Ben, each ..... 2 25

CROWBARS, 4 to 4¼c per lb.

## DRILLS

Bit Stock Drills, 50%.

Wood Drills, 20%.

Straight Shank Drills, 45%.



MADE IN CANADA


**3 SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE**
**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

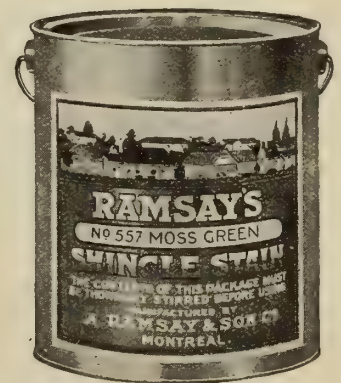
We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG


**RAMSAY'S**

Superior Quality

**SHINGLE  
STAINS**


**We Say,** "Superior Quality," because Ramsay's Shingle Stains are the result of 75 years' experience in obtaining the best possible pigments and materials. They have been tested in actual use in various climates and have always been found uniformly satisfactory—unequalled for wearing quality and preservation of color.

**"By Actual Test—  
Ramsay's Stands Best"**

Mr. Dealer: Write us for full particulars regarding our complete lines of RAMSAY'S Paints, Stains, Varnishes, Water Colors, etc., etc. The line that kills "DISAPPOINTMENT" introduces SATISFACTION and makes every user of RAMSAY PAINTS happy.

**A. Ramsay & Son, Co.**

Established 1842

TORONTO

MONTREAL

VANCOUVER

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —  
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base....	7 00	7 00
1 X, 14 x 20 base....	8 25	8 25
1 X X, 14 x 20 base 9 50	9 50	9 50

**FILES AND RASPS.** Per cent.

Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Delta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Unican Brand .....	65	10

**—FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.** Doz.

Hollow and pressed steel....	0 81
Solid .....	1 20

Special Stall Fixture, 40%.

**FRAMED MIRRORS.** Doz.

Size glass, 4 x 6 .....	1 00
Size glass, 5 x 7 .....	1 25
Size glass, 6 x 9 .....	1 60
Size glass, 7 x 9 .....	1 75
Size glass, 8 x 10 .....	2 00
Size glass, 9 x 12 .....	2 60
Size glass, 10 x 14 .....	3 10
Size glass, 10 x 17 .....	3 75

**GASOLINE.** Montreal.

Barrels .....	0 33
Drums .....	0 30
Tank wagon .....	0 29½

Toronto

Any quantity, in bbls....	32
Drums, 40-gal., per gal. ....	28½
Tank wagon .....	28½

**GRINDSTONES** Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 45
Smaller sizes .....	1 25
Mounted No. 115, each .....	3 75
Bl.-Treadle, each .....	4 25

**HALTERS (SNAP AND RING)**

Russet rope shank, 1 in. ....	\$ 7 75
Russet rope shank, 1¼ in. ....	9 25
Black rope shank, 1 in. ....	8 00
Black rope shank, 1¼ in. ....	9 40
Hand sewn, no shank, 1 in. 11 50	
Hand sewn, no shank, 1¼ in. ....	13 00
Hand sewn, with shank, 1 in. ....	14 75
Hand sewn, with shank, 1¼ in. ....	16 25

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18;	
¾ in., \$21.	

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt. ....	10 00
Masons, 5 lbs. and over, per cwt. ....	12 00
Napping, up to 2 lbs. ....	0 13½

**"HANDLES (WOOD)**

Axe, No. 3 cuts, doz. ....	0 84
Axe, No. 1 hickory, doz. ....	2 14
Axe, 2nd growth, doz. ....	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special, Zenith .....	9 00
Atlas, steel covered..	\$5 25
Perfect, No. 1 .....	8 50
Perfect, No. 1½ .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible, doz. ....	6 50
Steel King Hangers, doz. sets .....	6 40

Storm King and safe-

ty hangers, doz. .... 6 50

Storm King rail ..... 4 70 |

Crown ..... 4 85 |

Crescent ..... 7 25 |

Sovereign ..... 6 50 |

Chicago Friction, Oscillating and Big Twin Hangers. 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.) ..... \$ 3 25 |

Steel track, 1¼ in. .... 5 75 |

**HATCHETS.** Samson Samson

Per doz. Sblingle Claw

No. 1 .....	7 20	8 25
No. 2 .....	7 80	8 50

**HINGES, TEE AND STRAP**

Net Prices.

Heavy Strap Tee

4-inch .....		
5-inch .....		
6-inch .....		
8-inch .....		
10-inch .....		
12-inch .....		
14-inch .....		

Net price figured at 22½%.

Light.

3 in., doz. prs. ....	
4 in., doz. prs. ....	
5 in., doz. prs. ....	
6 in., doz. prs. ....	
8 in., doz. prs. ....	
10 in., doz. prs. ....	
12 in., doz. prs. ....	
14 in., doz. prs. ....	

Prices being revised.

**Screw Hook and Strap Hinge—**

Under 12 in., per 100 lbs. ....	6 00
Over 14 in., per 100 lbs. ....	5 25
Larger .....	4 60

Extra hooks for above, ¾ in., per lb. .... 7

Extra hooks for above, ¾ in., per lb. .... 6½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES, Grub, 3¼-lb., \$4.55 doz.

**HOOKS, CORN.**

Cyclone, doz. ....	2 40
Hoes, corn, doz. ....	5 40

**HOOKS, GRASS.** English

No. 2, per doz. ....	2 15	2 75
No. 3, per doz. ....	2 25	3 20
No. 4, per doz. ....	2 35	3 60
No. 5, per doz. ....	2 55	

**HORSESHOES**

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60;

No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. ....	0 12
Corrugated, ¾ in., ft. ....	0 16
Corrugated, 1 in., ft. ....	0 22
Less 5% for full reels, 500 ft. Cable, 70%.	
Leader, 60, 10%.	

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

Montreal Toronto

Angles .....	base 2 50	3 50
Common bar, per 100 lbs. ....	3 00	2 90
Refined iron, per 100 lbs. ....	3 05	3 50
Horseshoe iron, per 100 lbs. ....	3 45	3 50
Norway iron .....	7 25	6 00
Mild steel .....	3 30	3 25
Band steel .....	3 30	3 50
Sleigh shoe steel... ..	3 30	2 55
Domestic .....	3 30	3 25
Reeled machinery steel .....	4 50	4 50
Tire steel .....	3 50	3 50
Toe calk steel .....	4 20	4 25
Mining tool steel, per lb. ....	0 11½	0 12
Cammell Laird, lb. ....	0 20	
Sheet, cast steel, lb. ....	0 20	0 20
Black Diamond tool steel, per lb. ....	0 12	0 11
Silver tool steel, lb. ....	0 17½	0 18½
Spring steel .....	4 60	4 50

100 lbs. .... 3 00 2 90

100 lbs. .... 3 05 3 50

100 lbs. .... 3 45 3 50

7 25 6 00

3 30 3 25

3 30 3 50

3 30 2 55

3 30 3 25

4 50 4 50

3 50 3 50

4 20 4 25

0 11½ 0 12

0 20

0 20 0 20

0 12 0 11

0 17½ 0 18½

4 60 4 50

**COLD ROLLED SHAPING.**

7-16 to 9-16 in. ....	0 06
¾ to 1-11-16 .....	0 05¾
¾ to 1-7-16 .....	0 05¼
2 to 3 .....	0 05
List, plus 50%.	

**IRON, TINNED.**

72x30 up to 24 gauge, case lots .....	14 25
72x30, 26 gauge, case lots. ....	14 75
Less than case, 25c per 100 lbs. extra.	

**IRONS (SAD)**

Mrs. Potts, No. 55, polished, per set .....	0 85
Mrs. Potts, No. 50, nickel-plated, per set .....	0 90
Mrs. Potts, handles, japan- ned, per gross .....	9 60
Sad irons, common, plain... ..	5 00
Sad irons, common, plated... ..	5 50
Princess Electric, each .....	2 75
Ideal Electric, each .....	2 85
Gasoline Sad Irons, each... ..	3 50
Ideal Gasoline, each .....	3 15
Dover Electric, net .....	3 00
No. 70, Dover, per doz. ....	19 20

**LADDERS, ETC.**

(Step Ladders)

Shelf-lock .....	14c ft.
Ontario .....	17c ft.
Faultless .....	21c ft.
Mechanic .....	26c ft.
Hercules .....	24c ft.
Perfect .....	22c ft.
Faultless, extra heavy .....	26c ft.
Hercules, extra heavy .....	29c ft.
Mechanic, extra heavy .....	31c ft.
Chair ladders, each .....	\$2 00
B.T. Standard .....	17c ft.
B.T. Economy .....	13c ft.
B.T. Iron Bound, 4-9 ft. ....	25c ft.
B.T. Iron Bound, 10-14 ft. ....	30c ft.
B.T. Iron Bound, 15-16 ft. ....	40c ft.
B.T. Iron Bound, 17-20 ft. ....	50c ft.
Crescent .....	16c ft.
Household .....	12c ft.
Standard .....	19c ft.
Electrician .....	25c ft.
Heavy duty .....	45c ft.
Extension .....	23c ft.
Common and Roped Extension Up to 32 ft. ....	16c ft.
Up to 36 ft. ....	18c ft.
40 to 44 ft. ....	19c ft.
48 to 52 ft. ....	24c ft.
58 to 60 ft. ....	29c ft.
Single and Fruit Picking, 10 ft. to 16 ft. ....	12c ft.
18 ft. to 22 ft. ....	13c ft.

14c ft.

17c ft.

21c ft.

26c ft.

24c ft.

22c ft.

26c ft.

29c ft.

31c ft.

\$2 00

17c ft.

13c ft.

25c ft.

30c ft.

40c ft.

50c ft.

16c ft.

12c ft.

19c ft.

25c ft.

45c ft.

23c ft.

16c ft.

18c ft.

19c ft.

24c ft.

29c ft.

12c ft.

13c ft.

**LANTERNS** Per doz.

Cold Blast, doz. ....	\$ 8 00
Short Globe, doz. ....	8 00
Jumbo, doz. ....	9 25
Jap'd Dash, doz. ....	10 75
Search Dash, doz. ....	11 25
Searchlight, No. 20, doz. ....	19 00

All brass .....	24 25
Little Bobs A.C., doz. ....	2 00
Copper, well japanned....	11 25

**LANTERN GLOBES**

Cold blast, short .....	0 60
Cold blast .....	0 60
Cold blast, London .....	0 60
Prism globes .....	1 20
Cold blast, short ruby. ....	2 00
Cold blast, common ruby. ....	2 00
Less 5c a doz. in 6 doz. lots.	

**LATHS (METAL)** Per sq. yd.

24-gauge, pat'd metal lath 0 15	
24-gauge, pat'd metal lath 0 15	
23-gauge, pat'd metal lath 0 17	
24-gauge, galv. metal lath. 0 21	
23-gauge, galv. metal lath 0 23	

**LEAD** Montreal Toronto





The Fall season is the opportune time for the dealer to place his paint department on a permanent and profitable basis. Stocks are then low and the odd lots can be disposed of at cost, in order to enable you to put in a complete stock of "CANADA PAINT," which is the line of Paints and Varnishes mostly in demand by the public to-day.

The most successful merchants adopt a firm policy of carrying only one complete line of high grade paints and varnishes, as each product sold helps the sale of all other articles offered under a similar label. The line must have merit and be supported with the right kind of advertising.

The quality and advertising which keeps the "CANADA PAINT" brand constantly before your customers, will be a big asset to your business, and now is the time to make arrangements accordingly.

**The Canada Paint Co., Limited**

572 William Street, Montreal  
112 Sutherland Avenue, Winnipeg



**NAILS**

Standard steel wire nails.  
Toronto, \$3.50 base; Montreal,  
\$3.85 base; London, \$3.50 base;  
Collingwood and Owen Sound,  
\$2.85 base.

Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.

Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 33 1-3 p.c.  
Pressed spikes, 5/8 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process

Size	Length	25-lb. box
No. 3, 1 1/2-inch		\$4 10
No. 4, 1 3/4-inch		3 80
No. 5, 1 15-16		3 25
No. 6, 2 1/4		3 00
No. 7, 2 5-16		2 85
No. 8, 2 1/2		2 75
No. 9, 2 11-16		2 65
No. 10, 2 3/4		2 55
No. 11, 3 1-16		2 45
No. 12, 3 1/2		2 48

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.

Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 72
Invincible, 2000	0 83

Put up in 10, 20 and 30-rod rolls

**OAKUM**

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	13 00
Plumbers (spun)	7 50

**OIL**

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palacine	0 17 1/2	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 lb.  
Tea lead, chest, 5 1/2 lb.  
Lead, heavy, pipe, etc., **\$5.50**.  
Brass, heavy, 15 1/2 lb.  
Brass, light, 11 1/2 lb.  
Zinc, heavy, 11 lb.  
Copper, heavy, 19 1/2 lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15c lb.  
Compos. turnings, No. 1, 13c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2c;  
bicycle tires, 2 1/2c.

**PACKING**

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

**PAPER, ETC.**

Per 400 ft. roll.	
...K. Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 80
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 68
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Per 100 lbs.	
Heavy dry straw	2 05
Heavy tarred straw	2 05

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 75
Asbestos, Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 05

**ROOFING PAPER**

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%: B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PARERS**

Gen. Hudson, per doz.	\$7 75
Little Star, per doz.	6 50

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

Buttweld	Per 100 feet	Black	Galv.
1/2 in.	\$ 3 00	\$ 4 50	
3/4 and 3/8 in.	3 06	5 25	
1/2 in.	3 91	5 57	
3/4 in.	4 72	6 96	
1 in.	6 97	10 29	
1 1/4 in.	9 43	13 92	
1 1/2 in.	11 28	16 84	
2 in.	15 17	22 39	
2 1/2 in.	23 99	35 39	
3 in.	21 37	46 28	
3 1/2 in.	37 72	55 66	
4 in.	44 69	65 95	

**Lapweld.**

2 in.	17 02	24 24
2 1/2 in.	25 16	36 56
3 in.	32 90	47 81
3 1/2 in.	39 56	57 50
4 in.	46 87	68 13
4 1/2 in.	57 15	83 19
5 in.	66 60	96 94
6 in.	86 40	125 80
7 in.	116 62	165 40
8 in. x 25 lbs. per ft.	122 50	173 80
8 in. x 25 lbs. per ft.	141 12	200 00
9 in.	169 05	239 80
10 in. x 32 lbs. per ft.	156 80	222 40
10 in. x 40 lbs. per ft.	201 88	286 30

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$12 net.  
Lead waste pipe, \$13 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.

8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

**PLASTER**

Paris, per bbl., London	2 25
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**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Butt's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

	Montreal	Toronto
Plates, 1/4 to 1/2 inch,		
per 100 lbs.	4 50	4 00
Heads, per 100 lbs.	4 75	4 25
Tank plates, 3-16 in.	5 25	4 75

**PLUGS (METAL)**

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

**POLISH**

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

**PUMPS**

B.T. Pump, No. 1, net.	\$ 3 63
B.T. Pump, No. 2, net.	4 40
B.T. Pump, No. 3, net.	6 60
B.T. Pump, No. 4, net.	8 25
B.T. Pump, No. 5, net.	8 80
B.T. Pump, No. 6, net.	9 90
B.T. Pump, No. 7, net.	13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.

Copper burrs, 37 1/2%.

Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.

Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.

Coppered Rivets, net extras,  
2 1/2c per lb.

**ROOFING**

	Per roll
Tarred felt, per 100 lbs.	3 25
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 45
Asphalt roofing, 2 ply	1 85
Asphalt roofing, 3 ply	2 15
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00

Liquid roofing cement, per

gal., in barrels. 0 22

Roofing caps, per lb. 0 05

Roofing nails, per lb. 0 06 1/2

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Mon'

**ROPE**

Pure Manila basis	22 1/2
British Manila basis	18
African hemp basis	18
Sisal basis	15 1/2
Single lath yarn basis	15 1/2
Double lath yarn	16
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis  
rices (5% and larger), and are  
subject to usual advances for  
small sizes.

Cotton rope, 2-16 in. 0 29

1/4 in. and larger 0 28

Sisal Clothes Line. Per doz.

2 ply, 30 ft. 0 48

3 ply, 40 ft. 0 64

3 ply, 48 ft. 0 76

3 ply, 60 ft. 1 15

6 ply, 60 ft. 1 44

6 ply, 72 ft. 1 72

6 ply, 100 ft. 2 40

**SCALES.**

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.

Crown Even Balance .....40 p.c.  
Richelieu Union Scale.....40 p.c.  
Dominion Plates Scales, ...40 p.c.

Net prices on Champion scales  
are as follows:  
Champion, 4-lb., \$3, plus 20c  
for stamping. Champion 10-lb.,  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping. Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.80, plus \$1  
for stamping. Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCREWS (MACHINE)**

Flat head, iron, 27 1/2%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws,	60%.

**SHEETS (BLACK)**

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 50
12 gauge	4 70	4 60
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

**Re Gauges of Sheets.**

On account of it being practi-  
cally impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10 1/2  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.
	Galvanized Painted
28 ga.	\$ 5.50 \$2.75
26 ga.	6.00 4.25
24 ga.	8.00 5.25
22 ga.	9.00 6.25
20 ga.	11.00 7.25
18 ga.	13.50 9.00

Above prices are subject to 7 1/2  
per cent. discount to dealers.

**Galvanized**

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A STRAIGHT LINE is the shortest distance between two points. When you handle Pratt & Lambert Varnish Products, you deal in a *straight* line of goods, a line that is made on honor — not simply to sell but to re-sell, time after time, to consumers who buy it because every item in it is *right*. This is the straight line — the shortest route to Safe and Sure Profits for You. It will pay *you* to get in line with us. Write us to-day.

THE P & L LINE is Complete. It includes a varnish for every purpose. Behind the goods there is a chain of factories, ready to fulfill any demands; a research department continually working to improve the present P&L brands, and to create new ones; a policy of national advertising which brings business into your store; and a liberal plan of dealer co-operation and selling help — all of which enable you to turn over your stock quickly and **MAKE YOUR PROFITS.**

## Pratt & Lambert-Inc.

Varnish Makers 67 Years

24 Courtwright Street, Bridgeburg, Ont.

Factories  
Bridgeburg, Ontario

New York  
London

Buffalo  
Paris

Chicago  
Hamburg

**Pratt & Lambert Varnish Proposition**  
Quality Sales Profits Repeats...

**SAFE AND  
SURE PROFITS  
FOR YOU**

*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40,  
12½%, and 4th, 20%.

Above discounts on Black  
Goods only. Full Polished Goods,  
50c per doz. net extra. Half  
Polished Goods, 25c per doz. net  
extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24,  
\$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.

**SOLDER** Montreal Toronto  
See weekly report.

**SOLDERING COPPERS.**  
Base, per lb., 52 cents.

**SOLDER, BAR**  
Guaranteed ..... 0 28½  
Strictly ..... 0 26½  
Commercial ..... 0 25

**SOLDER, WIPING**  
Star extra ..... 0 26½  
Easy ..... 0 24½  
Acme ..... 0 23½

**SPELTER.** See weekly report.

**SPOUTS**  
Warner Malleable Winged

Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.

Montreal, Toronto and London

Fence staples, galv., in kegs 4 80

Fence staples, galv., 25 lb.

boxes ..... 5 05

Fence staples, bright, in

kegs ..... 3 95

Fence staples, bright, in

25-lb. boxes ..... 4 20

Poultry netting staples, 100

lb. kegs ..... 12 00

Galvanized discount 40 and 5%;

bright, deduct \$1.10 from gal-

vanized net. Extras, 50 lb. kegs,

30c; 25 lb. kegs, 40c; 10 lb. kegs,

80c.

**STUFFERS**

Enterprise No. 25, each.... 6 25

No. 25, each..... 8 50

**SWEEPERS, CARPET** Bissell's

Boudoir ..... 31 00

Champion Nic..... 25 00

Champion Jap..... 23 00

Univ. Japd., cyco bearing... 26 00

Univ. N.P., cyco bearing... 29 00

Grand Rapid, Japd., ball-

bearing ..... 28 00

Grand Rapid, N.P., ball-

bearing ..... 31 00

Princess, N.P., ball-bearing. 32 00

Elite, ball-bearing ..... 36 00

Am. Queen, N.P., bal-bear. 34 00

Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**

Grand Rapids Vac, doz.....\$77 00

Household Vac, doz..... 63 00

Superba Vac, doz..... 92 00

**SWINGS**

Baby, 2-passenger, each.....\$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Seats with

awning, each .....13 50

Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;

cheese box tacks, bulk;

trunk tacks, blank and tinned,

bulk; carpet tacks, blue; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blue, in dozs.

only; cut tacks, ¼ cut tacks,

blue and tinned, in weights;

Swedes; Swedes upholsterers'

bulk; Swedes brush, blue and

tinned, bulk; Swedes gimps,

blue, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount 75%.

**NAILS**

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, blue; clout nails, tinned;

chair nails; cigar box nails; pat-

only; tin capped trunk nails;  
zinc glaziers' points, prices quot-

ed on application.

Discount 75%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ers' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobblers' rivets; brass cob-

blers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15

Ass skin, No. 714, 66 ft., doz. 3 80

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**THERMOMETERS**

Incubator, doz. .... 5 40

Dairy, dozen ..... 2 40—4 45

**TIES (METAL)**

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and

10%.

**TROUGH (EAVE)**

C. G. Square head and half round

Size in girth Per 100 feet

8 in. ....\$ 6 80

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

R.T. Single Rail .....24c ft

R.T. Double Angle .....22c ft.

R.T. Double Tee .....20c ft.

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

Montreal Toronto

5-ply and up ..... 0 28½

4-ply ..... 0 28 0 28

3-ply ..... 0 25 0 25

**TUBES**

Roller Tubes, Lapwelded.

100 ft., 2 in. .... 16 10

100 ft., 2½ in. .... 18 50

100 ft., 3 in. .... 21 00

100 ft., 3½ in. .... 25 00

100 ft., 4 in. .... 29 00

100 ft., 4½ in. .... 37 00

**TUBS**

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

Hercules

No. 4 ..... 12 40

No. 5 ..... 13 83

No. 6 ..... 15 40

Common Galvanized

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

Per nest

Nests of 3—0. 1 and 2 .....\$2 28

Nests of 3—1, 2 and 3 ..... 2 05

Nests of 4—0. 1, 2, and 3 ..... 2 95

**WOOD TUBS**

No. 0, per doz. .... 11 00

No. 1, per doz. .... 9 50

No. 2, per doz. .... 8 00

No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½%; patent quick

opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pits,

plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**

Japanned ware, 22½%.

Japanned ware, white, 17½%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**

Discount, 17½%.

6, 10 and 14-qt. flaring pails,

17½%.

Copper bottom tea kettles and

boilers, list.

**WARE, STAMPED.** Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, plain,

66 2-3%.

Tinners' trimmings, retinned,

60, 10%.

Tinners' trimmings, general,

27½%.

**WASHERS, IRON.**

Full box, 25%; smaller lots,

25%, assorted. Price less 50 lbs.

add 1 lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**





WANTED—HARDWARE CLERK OF GOOD appearance and address—one who is competent to take charge in absence of proprietor and otherwise fill the position of head clerk; must be accustomed to cutting and handling glass; salary \$20.00 per week; references required. Box 294, Hardware and Metal.

The above advertisement, inserted in July 29th issue of Hardware and Metal, has already pulled over 25 replies.

As Hardware and Metal reaches practically every Canadian hardware store, and is of interest only to the hardware trade, it is surely logical to expect that an advertisement designed to reach anybody connected with the Canadian hardware trade should bring best results when inserted in Hardware and Metal.

This advertisement cost only \$1.09, including charge for Box Number.

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.80 per 100 lbs.; 5 lb. packages, \$6.60 per 100 lbs.

## BEESWAX

Small quantities, per lb. 0 50

Larger quantities, per lb. 0 45

## BLUE STONE

Montreal Toronto

Per lb. 0 14 0 20

London, 20.

**BRONZING LIQUID**

Bronzing liquid, No. 1 \$1 30

Banana oil, gal. 3 75

**BRUSHES**

Weighted, 15 lbs., doz. \$16 13

Weighted, 20 lbs., doz. 18 50

**COATING**

Cement Coating \$2 55 2 40

**COLORS (DRY)** Per lb.

Raw Umber, 100 lb. keg. 5-9c

Burnt Umber, 100 lb. 5-9c

Raw Sienna, 100 lb. kegs. 5-9c

Burnt Sienna, 100 lb. kegs. 5-9c

Imp. green, 100 lb. kegs. 0 22

Chrome green, pure 0 35

Chrome yellow 0 31

Brunswick green, 100 lb. k. 0 12

Indian red, 100 lb. kegs. 0 12

Indian red, No. 1, 100 lb. k. 0 04

Venetian red, best bright. 0 04

Venetian red, No. 1 0 02

Drop black, pure dry. 0 25

Golden ochre, 100 lb. kegs. 0 06

White ochre, 100 lb. kegs. 0 06

White ochre, barrels 0 02½

Yellow ochre, barrels 0 02

Spruce ochre, 100 lb. kegs. 0 03

Canadian red oxide, bbls. 0 01½

Super magnetic red 0 02

**COLORS IN OIL**

Venetian red, 1 lb. tins, pure 0 13

Indian red 0 17

Chrome yellow, pure 30-35

Golden ochre, pure 0 16

French spruce ochre, pure 0 15

Chrome green, pure 0 15

French permanent green, pure 0 20

Signwriters' black, pure 0 22

Marine black, 25-lb. irons 0 07

Lampblack 0 20

**DRIERS**

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

**ENAMELS**

Per gallon in quart tins

Alba-Gloss enamel 4 50

Anchor Floorlustr 2 10

O.P.W. Sunshine White 4 10

Old Dutch Enamel 4 00

Jas-per-lac floor enamel. 1 90

Jas-per-lac art enamel 3 10

Mooreland 4 35

**FILLER** Gal.

Luxeberry Enamel \$5 00

Screen Enamel, BB 1 65

**FORMALDEHYDE** Per bbl.

Demt-Johns, 50 lbs. 0 15½

\$1.10 for demt-John extra.

**GLUE** Per lb.

French medal 0 20

English common sheet 0 25

Martin's Enamel 4 25

English prima 0 25

White pigfoot 0 23¾

Perfection amber, ground, No. 1230 0 20

Cake, bone, 112-lb. bags. 0 12

Hide, 112 lb. bags 0 35

Gelatine, 112 lb. bags 0 45

Ground glues, 112 lb. bags—

No. 1 0 20

Extra 0 18

Dreadnought, lb. 0 14½

**GLASS**

(TORONTO QUOTATIONS)

Size United Inches Star Diamond

Under 25 \$7 80 \$11 90

26 to 34 8 15 12 85

35 to 40 8 50 13 60

41 to 50 11 75 15 50

51 to 60 12 25 15 85

61 to 70 13 10 16 80

71 to 80 14 75 18 35

81 to 84 22 75

85 to 90 24 35

91 to 94 25 00

95 to 100 29 00

101 to 105 32 00

106 to 110 37 00

Discount, 30 per cent; 50 cases and over open.

**MONTREAL QUOTATIONS**

Country Base Price

United Inches Star Diamond

Up to 25 \$7 80 \$11 90

26 to 34 8 15 12 85

35 to 40 8 50 13 60

41 to 50 11 75 15 50

51 to 60 12 25 15 85

61 to 70 13 10 16 80

71 to 80 14 75 18 35

81 to 85 22 35

86 to 90 24 35

91 to 95 25 00

96 to 101 29 00

101 to 105 32 00

106 to 110 37 00

Discount, 25 and 5 per cent.

**GLASS, PLATE**

Montreal:

City, 25 and 5% off list.

Country discount, 20 and 5% off list, delivered.

City discount, 20 and 5% off Toronto.

Country discount, 20 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

**GLAZIERS' POINTS**

Zinc coated, 18c per lb.

Zinc, pure, prices withdrawn.

**WHITE LEAD**

(Ground in oil)

Prices per 100 lbs. in ton lots Montreal Toronto

"Anchor Pure" \$13 80 \$13 95

O.P.W. Decorators Pure 13 80 13 95

Crown and Anchor. 13 80 13 95

Crown Diamond Pure 13 80 13 95

Elephant Genuine. 14 10 14 25

Green Seal 13 80 13 95

Moore's Pure White Lead 12 80 13 95

O.P.W. Decorators Pure 13 80 13 95

O.P.W. English 14 05 14 20

Painters' Perfect. 13 35 13 50

Ramsay's Pure Lead 13 80 13 95

Tiger Pure 13 80 13 95

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine, \$15.50

Montreal and \$15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$17.50 less than ton lots. Ton lots less 5 p.c.

**LEAD (RED DRY)**

Genuine, 560-pound

casks, per cwt. 13 50 13 50

Genuine, 100-pound

kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

**LEAD, ARSENATE OF**

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 60

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

**MURESCO**

Tints in 5 lb. packages, per 100 lbs. \$5.40

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Per gallon (in quarts)

Brandram-Henderson's "Eng-

lish" white 2 65

"English" ordinary colors. 2 50

Benjamin Moore's "Egyp-

tian" Brand 1 80

Canada Paint Co.'s Pure. 2 65

Crown Diamond 2 35

Crown Diamond, floor. 2 00

Elephant 2 35

Frescotone, white 2 50

Frescotone, colors 2 40

Jamieson's Crown and An-

chor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure. 2 50

Minerva, white 2 55

Minerva, ordinary colors. 2 40

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Flat 2 10

Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wpg.) 2 55

Stephens' Floor Paint (Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

**PARIS GREEN** Mun. C.P. Ber-

ro's Co. gers

600-lb. bbls. 42¾ 38¾ 39½

250-lb. kegs. 43 39 39¾

100-lb. drums 44 40 40¾

50-lb. drums 44 40 40¾

25-lb. drums 44¼ 40¼ 41

1-lb. 100s, pkgs. 46¼ 42¼ 43

½-lb. 100s 48¾ 44¼ 45

1-lb. 100s, tins. 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

**PARIS, PLASTER**

Per bbl. \$2.25-\$2.50

**PRIMER**

Luxeberry Primer 2 25

**PASTE WOOD FILLER**

Standard Pound

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

½ Barrels 0 06½

Barrels 0 06

**PUTTY** Standard

Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums. 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

**SHELLAC**

Gum, 34c lb.; finest orange, 39c lb.; finest white, 46c lb.

**TAR (PINE TAR)**

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

**PAINT AND VARNISH REMOVER**

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

**TURPENTINE**

Montreal Toronto

See weekly report for prices.

**SLATING** Gal.

Liquid Slating, B.B. \$3 00

**STAINS** Gal.

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finis. 0 85

Creo-lac 0 85





# DOUGALL'S TRANSPARENT WOOD FINISH

This is the most economical Varnish.  
It covers more surface, and is easier to  
apply, than any other—and it wears  
better.

This is the varnish that will give  
entire satisfaction to your customers.

**The Dougall Varnish Co., Limited**  
Montreal



**RED  
S  
BRAND  
WINDOW  
GLASS**



**GLASS  
BENDERS  
TO  
THE  
TRADE**

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY**

**PHILADELPHIA, PA.**

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$15.25;  
chilled, \$16.75; buckshot, \$16.05;  
ball, \$16.45.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 15½¢.  
Norris, 41 to 50 lbs., 15¢; 57 to  
70 lbs., 13½¢; 71 to 83 lbs., 12½¢;  
84 lbs. and over, 12¢.

## AXES

H. B., 1 lb., \$7 per doz.; 1½  
lbs., \$7.40; 2 lbs., \$7.75; 2½ lbs.,  
\$8.50; 2½ lbs., \$8.75; 3, 3½ and 4  
lbs., \$9.50; H. B. Handled Axes, 2  
lb., \$10; 26 lb., \$10.75; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.50;  
lb. and 4 lb., \$11.75; Black Prince  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$20.80.

**BAR IRON**

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.

Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, % and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, % and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, new  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to %, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12c.

## BUILDING PAPER

Tarred, 75c to \$1.20 per roll,  
according to quality; plain, 55c  
to \$1.05.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ⅜, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ⅝, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Eavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.30

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.  
**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 26c  
per gal.; \$4.95 per case.

**GALVANIZED WARE.** Net list.  
Heavy pails, light pails and  
heavy tubs.

**GLASS, WINDOW Single Double**  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

**GLASS (Plate)**  
30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 50 p.c.  
Corrugated Strap Hinges — 4.  
1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.  
Corrugated Tee Hinges — 4.  
1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.  
**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90.

## IRON GALVANIZED "Fleur

Premier de Lis"  
10¾ oz. or 28 Eng... 7 25 7 25  
28 Am. or 26 Eng... 7 00 7 00  
26 Am. or 26 Spec... 6 70 6 70  
24 ..... 6 30 6 30  
22 ..... 6 20 6 20  
18 and 20 ..... 6 00 6 00  
16 Am. .... 5 85 5 85  
14 Am. .... 5 85 5 85

## IRONS, SAD

Common Sad Irons, 8 lbs.  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain ..... 8 25  
No. 20, X-ray ..... 12 00  
No. 22, Dash-board ..... 10 75  
Trulite, short globe, doz... 8 25

**LEAD PIPE,** \$13.40.

**LEAD WASTE,** \$14.40.

## LINSEED OIL

Raw, per gal., 95c; boiled, per  
gal., 98c.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.  
**NETTING.** Poultry, 40 per cent.  
Banner Netting, 24 in., \$2.65;  
36 in., \$3.35; 48 in., \$3.90; 60 in.,  
\$4.65; 72 in., \$5.35.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

Gal-  
Tinned  
1½ gal., dome top.... \$2 14 \$ 4  
1 gal., dome top.... 2 81 4 25

2 gal., dome top.... 4 05 6 00  
2 gal., dome top.... 5 20 8 65  
5 gal., dome top.... 6 40 10 75

## OILS

Silver Star oil, 16½¢ gal.;  
Royalite oil, 17c gal.; Palatine  
oil, 20½¢ gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Can-  
adian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ in., \$6.25; ⅜ in., \$6.20; ½  
in., \$6.75; ¾ in., \$8.45; 1 in.,  
\$12.50; 1¼ in., \$16; 1½ in., \$20.25;  
2 in., \$27.20; 2½ in., \$43.05; 3 in.,  
\$56.30.

## IRON PIPE

Black, ¼, \$3.70; ⅜, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.75; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER, Paris,** per bbl., \$3.75.  
**PARIS GREEN**

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb.; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8  
inch, \$4.75; full polish, 6-7 inch,  
5.50; 8 inch, \$5.75; Black sheets,  
\$4.65; 8 inch, \$4.90; Black sheets  
— 28, \$4.75; 26, \$4.00; 18-24, \$4.50;  
16, \$5.10; 14, \$5; 12, \$5.10; 10, \$5.

**PLOW SHARES.** ..... 10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PUTTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assorter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½¢ base; pure Manila,  
22c base; British Manila, 18½¢  
base; lath yarn, 16c base; Afri-  
can hemp, 17½¢ base; cotton  
rope, 30c.

Tarred Marline Hanks, per  
lb., 31c.

**SASH BALANCES** (Caldwell.)  
33-1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p  
c.; flat head, 75 p.c.; round head  
brass, 35 p.c.; flat head, brass.  
37½ p.c.; coach, 45 p.c.

## SHEET ZINC.

Any lots, 30c.  
Black Steel Sheets  
10 gauge ..... 5 00  
12 gauge ..... 5 10

14 gauge ..... 5 00  
16 gauge ..... 5 10  
17-24 gauge ..... 4 50  
26 gauge ..... 4 60  
28 gauge ..... 4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$3.90 at  
Fort William, \$4.30 Winnipeg;  
galvanized staples, \$4.70 Fort  
William; \$5.10 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ⅜ in., \$4.75; ¾ in.,  
\$4.35; 1 in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 75% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... 12 25  
20 x 28 I.X. .... 14 50  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.  
Norris vises, 45 lbs. and under,  
\$7.50 each; over 45 lbs., 18c lb.

## WARES

Galvanized, heavy, net list.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

5-ton lots, \$13.35; ton lots,  
\$14.85.

## WIRE, BARB

Lyman 4-point, \$3.40 f.o.b. Ft.  
William, \$3.65 Winnipeg; Glidden  
Cattle, 2 pt., \$3.25 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.20 Ft. William, \$3.45 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Bale ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.  
Brass snare wire, per lb., 80c.

## WIRE, ANNEALD.

0-9, \$4.65; 10, \$4.71; 11, \$4.77;  
12, \$4.85; 13, \$4.80; 14, \$4.90; 15,  
\$5; 16, \$5.20.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$41 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





# BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

## Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

Medium steel, Plain Round and Square, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

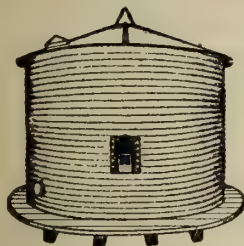
SEND FOR MONTHLY STOCK LIST.

**Manitoba Bridge & Iron Works,**  
WINNIPEG MANITOBA LIMITED



## Farm Specialties are Seasonable and Profitable

Right now your customers are enquiring about these very things. This business is waiting for you to make good your claims to it.



### PORTABLE CORRUGATED GRANARIES

The kind that have been proved by service in the field. This Granary will do in the field all that you claim for it and prove a profitable investment to your customers.



### STOCK TROUGHS

Round End and Circular

The construction of this trough appeals to prospective buyers. Display one of these troughs and you will find an increasing trade develop.



### WELDED STEEL BARRELS

Shipping—Storage—Half

You can sell the barrels and work up a nice trade in the Oils with repeat orders.

*This is the season for these lines. Show the goods and you will get the orders.  
Send for full information*

**WINNIPEG CEILING & ROOFING CO., Limited**

The only Western Canadian makers of a complete line of Sheet Metal Goods

P.O. Box 3006

WINNIPEG, MAN.

*If interested, tear out this page and keep with letters to be answered.*





# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

HENRY P.  
SEYMOUR  
SHEARS  
NEW YORK

**SEYMOUR SHEARS**  
have been the  
Standard for over  
eighty years

TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS



BARBER SHEARS  
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER,  
Limited, New York  
A. MacFARLANE & CO., Montreal  
Canadian Agents.

**Trulite**

The Original  
Short Globe  
Lantern.

Made only by

**Ontario Lantern & Lamp Co.,**  
HAMILTON, CANADA Limited

**BEAR BRAND LAMP BLACKS**

A Germantown of quality  
that gets big business  
**WILCKES, MARTIN, WILCKES CO.**  
135 WILLIAM ST NEW YORK



Bath Room Fittings  
and  
Auto Accessories  
are guaranteed.

**KINZINGER, BRUCE & CO., LTD.**  
Niagara Falls, Canada



**"CONDOR"**

—the name that means quality  
and service in lamps—more light,  
less current. A money-saver, a  
money-maker. Write

**The Basters, Jackson Co.**  
22 College Street, TORONTO

**"BEST'S" No. 21 WEATHER STRIP**



Double Felt  
and Zinc.

Write for Sam-  
ples and Prices

**Best Weather  
Strip Co.,**  
Hamilton,  
Ont.

The more  
your customers  
know about babbitt  
the better they like the

Made in the  
West by  
**OWL METAL  
CO., LTD.**  
WINNIPEG

**OWL  
BRAND**



**HERCULES**  
SASH CORD



**THE BEST MADE**

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

**Aylmer Superior Lever  
Force Pump**



Made in 1½ and 2-  
inch. Fitted for hand  
use only. Six, eight  
and ten-inch stroke.

This style of lever is  
superior to the ordin-  
ary style. Having  
longer stroke the power  
is greater, making  
it work easier. The  
handle being wood,  
they are not so liable  
to break in frosty weather.

Base is adjustable, ad-  
mitting of top being  
raised or lowered to  
any position desired.

A GOOD SELLER, IT  
PAYS TO HANDLE  
AYLMER PUMPS.

**Aylmer Pump & Scale Co., Ltd.**  
Aylmer, Ontario

You can talk across the continent for two  
cents per word with a WANT AD.  
in this paper.

If interested, tear out this page and keep with letters to be answered.



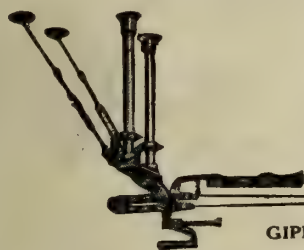
<p><b>Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.</b></p>	<p><b>LET US QUOTE YOU</b></p> <p><b>IRON AND STEEL HARDWARE TOOLS</b></p> <p><b>WILKINSON AND KOMPASS</b></p> <p>TORONTO HAMILTON WINNIPEG</p>	<p><b>WE SHIP PROMPTLY</b></p> <p>Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.</p>
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**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

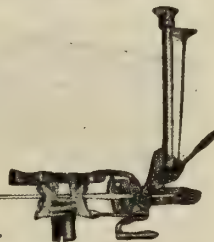
## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



## FACTS

GIPE-HAZARD STORE SERVICE CO., LTD.  
97 Ontario St., Toronto, Canada



We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test.

Send for our new  
Catalogue F.

# CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

**BAR IRON and STEEL:** Rounds, Squares and Flats.

ALSO

**Twisted Steel Bars for Reinforcing**

SELLING AGENTS:

**CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL**

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

*If interested, tear out this page and keep with letters to be answered.*



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

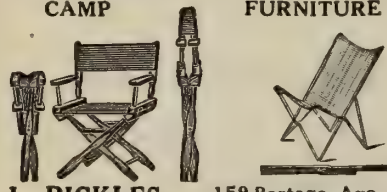
**BOLTS, RIVETS, WIRE & WIRE NAILS**  
*Quality Rite  
Prices Rite*  
  
*Quick Service*  
**NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.**

**Hardwaremen**  
 You should stock a James Bros. Feed Cooker. Write for circular and prices to  
**James Bros. Foundry**  
**PERTH, ONT.**



**FOOD CHOPPERS**  
 Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.  
**F.W. LAMPLUGH & CO.**  
 Unity Bldg., Montreal



**CAMP FURNITURE**  
  
**J. PICKLES,** 159 Portage Ave. E.  
**WINNIPEG**



## How can we do it?

That's what we want to tell Western hardware dealers—how we can sell the EZE-FIXT pump for the same price or less than the ordinary pump which freezes. Write for our circular which tells all about this. We sell only to the trade.

**RICHMOND PUMP CO.**  
**WINNIPEG**

**Seals**  
 Drop a card for prices and particulars  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
**HAMILTON, ONT.**

**THE STURDY SIFTER**  
  
 The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by  
**THE COLLINS MFG. CO.**  
 415 Symington Avenue, - Toronto

## \$469.20 a Year for National Advertising

A half-page advertisement in MacLean's Magazine, every issue for a year (12 times), costs \$469.20.

Figured out proportionately, it means:

\$164.22 to influence	Ontarians,
\$102.00 " "	Quebecers.
\$ 23.46 " "	New Brunswickers.
\$ 28.15 " "	Nova Scotians,
\$ 4.69 " "	P.E. Islanders,
\$ 32.84 " "	Manitobans,
\$ 37.54 " "	Saskatchewanans,
\$ 28.15 " "	Albertans,
\$ 28.15 " "	British Columbians,

(This division on the basis of provincial populations.)

Really, when you break it up this way, the amount per province for a whole year's powerful influence is ridiculously small.

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Can perform a service for you, at a price, which you cannot have rendered by any other single medium, or at so low a cost.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by  
**The MacLean Publishing Co., Limited**  
 143-153 University Avenue, Toronto, Ontario

**Convenience  
Quickness  
and Economy  
that fills a  
long felt want**

**THE  
"CANNON  
OILER"**



**FORCES THE OIL ANYWHERE** by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

**SAVES THE OIL.** As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

**TRY IT. THE SALES WILL SURPRISE YOU.**

**R. E. BLOOMER**  
**KEITHSBURG, ILL.**

## The PARMENTER BULLOCK CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## Live Agents Wanted Safety Razor Blades Sharpened

I have the best machine on the market. Each blade is sharpened by hand and not by an automatic machine. Gillette blades made as good as new. Durham-Duplex, Ever-Ready, Gem and other blades the same.

## H. M. Ford

284 Beaver Hall Hill  
**MONTREAL, QUE.**

Write for  
 commissions

Phone Uptown  
 6807

*If interested, tear out this page and keep with letters to be answered.*



# CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory : Ontario St. East, MONTREAL



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

# TARRED FELT

SPECIFY  
DOMINION BRAND

J. H. McCOMB, LIMITED

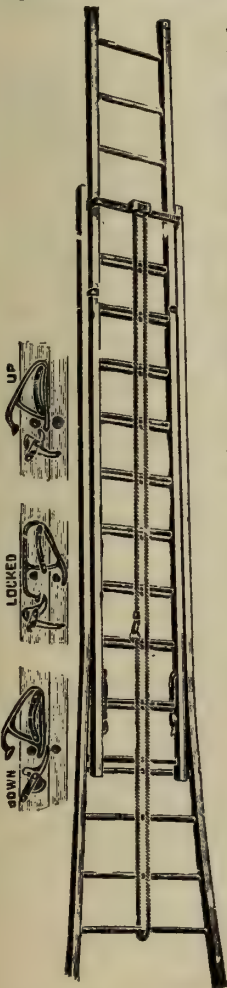
Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

MONTREAL

## In Selling Extension Ladders

always remember that the prospect is interested in strength and safety and convenience.

### The "Stratford" Line



embodies these features in extra measure.

Made of high-grade yellow pine, with inch elm rounds, secured so as to obviate all springing and strain.

Reinforced by hardened and galvanized steel wire running the full length of each side, and properly embedded and fastened in the material.

Extends very easily without the usual catching and jerking—has free sliding motion, which is worked with a light pull on the rope.

Can be had in lengths from 20 to 60 feet.

Absolutely the best on the market, and the ladder speaks for itself.

A VERY PROFITABLE AND SATISFACTORY LINE.

Write for catalog showing our complete line of ladders.

The Stratford Mfg. Co., Ltd.  
STRATFORD, CANADA

# SAVE YOUR MONEY

FOR THE

## DOMINION WAR LOAN

TO BE ISSUED IN SEPTEMBER.

By purchasing a bond you will help to WIN THE WAR and obtain for yourself an investment of the highest class yielding a most attractive rate of interest.

DEPARTMENT OF FINANCE  
OTTAWA.

If interested, tear out this page and keep with letters to be answered.



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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract.  
It is a service we give free, and it is printed solely for the convenience of our readers.

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Carborundum Co., Niagara Falls, N.Y.

## Aluminum

British Aluminium Co., Toronto.

## Aluminum Solder

British Aluminium Co., Toronto.

Canada Metal Co., Ltd., Toronto, Ont.

## Aluminum Ware

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Mecca Specialties Co., Ltd., Toronto.

## Aluminum, Alloy, Ingot, Sheet, Wire

British Aluminium Co., Toronto.

## Ammunition

Dominion Cartridge Co., Montreal.

Dupont Powder Co., Wilmington, Del.

Remington Arms Union Metallic Cartridge Co., Windsor.

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Richards-Wilcox Co., Ltd., London, Ont.

Kinzinger, Bruce & Co., Niagara Falls, Ont.

The Stanley Wks., New Britain, Conn.

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Hort Metal Co., Toronto.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton.

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National Machinery & Supply Co., Ltd., Hamilton.

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Steel Co. of Canada, Hamilton.

London Rolling Mills Co., London.

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Dominion Iron & Steel Co., Ltd., Sydney.

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Cushman Motor Wks., Ltd., Winnipeg.

Richards-Wilcox Co., Ltd., London, Ont.

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Cushman Motor Wks., Ltd., Winnipeg.

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Landers, Frary & Clark, New Britain.

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Canadian Carbon Co., Ltd., Toronto.

Interstate Electric Novelty Co.

Mainer Electric Co., Ltd., Winnipeg.

The Maytag Co., Ltd., Winnipeg.

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Gutta Percha & Rubber Mfg. Co., Toronto.

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The Maytag Co., Ltd., Winnipeg.

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Northern Bolt & Screw Co., Owen Sound, Ont.

The Stanley Works, New Britain, Conn.

The Steel Co. of Canada, Ltd., Hamilton.

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## Box Openers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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## Box Hinges and Locks

The Stanley Works, New Britain, Conn.

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Miller's Falls Co., New York.

Stanley Rule & Level Co., New Britain.

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Canada Steel Goods Co., Hamilton.

The Stanley Works, New Britain, Conn.

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Steel Bending Brake Works, Chatham.

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Tallman Brass & Metal Co., Hamilton.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Meakins & Sons, Ltd., Hamilton, Ont.

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Stevens-Hepner Co., Port Elgin.

Walter Woods & Co., Hamilton, Ont.

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Boeckh Bros. Co., Toronto.

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Stevens-Hepner Co., Port Elgin.

G. F. Stephens & Co., Winnipeg.

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National Machinery & Supply Co., Hamilton.

North Bros. Mfg. Co., Philadelphia.

Richards-Wilcox Canadian Co., Ltd., London, Ont.

Stanley Rule & Level Co., New Britain.

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Lewis Bros., Ltd., Montreal.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co., Hamilton.

Richards-Wilcox Canadian Co., Ltd., London, Ont.

The Stanley Works, New Britain, Conn.

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Bird & Son, Hamilton.

Roofers Supply Co., Ltd., Toronto.

## Buildings, Portable

Pedlar People, Ltd., Oshawa.

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The Stanley Works, New Britain, Conn.

The Steel Co. of Canada, Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Canada Steel Goods Co., Hamilton.

The Stanley Works, New Britain, Conn.

## Butts and Hinges

Canada Steel Goods Co., Hamilton.

The Stanley Works, New Britain, Conn.

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Chicago Spring Butt Co., Chicago.

## Calipers

L. S. Starrett Co., Athol, Mass.

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Thos. Davidson Mfg. Co., Montreal.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

## Cartridges

Dominion Cartridge Co., Montreal.

Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

## Cash Registers

McCaskey Systems, Ltd., Toronto.

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Canadian Wm. A. Rogers, Ltd., Toronto.

Landers, Frary & Clark, New Britain, Conn.

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McKinnon Chain Co., St. Catharines.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.

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McKinnon Chain Co., St. Catharines.

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McKinnon Chain Co., St. Catharines.

## Chains

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Greening, B., Wire Co., Hamilton.

The Andrew B. Hendryx Co., New Haven, Conn.

McKinnon Chain Co., St. Catharines.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Cummer-Dowsell, Ltd., Hamilton.

## Clamps, Rack

Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

</





## High Quality TOOLS

that you'll find  
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

**Buck Brothers**  
Milbury, Mass., U.S.A.



## We'll Prove It

**G**IVE us a chance to prove to *you* that you can make money by working our plan. Hundreds of men and women in Canada are making splendid salaries by working for us a few hours each day. Why not learn all about it?

If your regular position isn't producing enough money to take care of a few added luxuries—our plan will fit in splendidly, giving you as *much* extra money as your spare time will allow for. The more time you devote to the plan the more money you can make. To learn all about it—drop us a *Post Card*,—back to you by return mail will come full particulars. This will not obligate you in any way. Simply say, "Send me full particulars of your money-making plan."

Name.....

Address.....

**The MacLean Publishing Co., Limited**  
143-153 University Avenue - Toronto, Ontario

## Autumn Brush Business

Every Autumn painters, wall-paper hangers and private persons are good brush-buyers, "fixing-up" for the Winter. And this Autumn the demand for brushes will be better than usual, since there was so much painting and paper-hanging left over from Spring to Autumn because of labor-shortage.

You can do the brush business of your community if you make buyers and prospects know the goodness of

## Meakins' Brushes



Demonstrate these brushes. Show buyers the bristles used and why one brush calls for bristles of one kind, arranged in a given way; and why another brush, for another use, calls for a different shape, and a different kind of bristle.

Show customers the different bindings—the whether ferule wire wrapping, or metal strip. Get your customer to handle the brush—feel its prise and smoothness of finish. Once you get this sort of attention a sale is easy and you've made a fast brush customer.

## Our Great Point is:

You can do right where you are a much larger brush business—this by giving brushes a larger prominence in your stock and a little more intelligent attention to the development of your brush trade.



We are ready to co-operate with you to get more brush business—to show you how to do it. And always we want you to know that *Meakins-made* Brushes are the finest brushes possible to make.

Brushes can be ordered through your jobber. But write us concerning how to build up a larger local demand.

**Meakins & Sons Limited**  
Hamilton, Ontario

*If interested, tear out this page and keep with letters to be answered.*



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The Stanley Works, New Britain.

**Collection Agency**  
Assignees Agents, Limited, Toronto.

**Compasses**  
Marble Arms & Mfg. Co., Gladstone, Mich.

**Conductor Pipe**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Coping Saws**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cord, Wire Picture**  
The Andrew B. Hendryx Co., New Haven, Conn.

**Cordage**  
Hamilton Cotton Co., Hamilton.

**Cornices, Metal**  
Metallic Roofing Co., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

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The Stanley Works, New Britain.  
The Steel Co. of Canada, Limited, Hamilton.

**Corrugated Iron**  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Winnipeg Steel Granary & Culvert Co., Winnipeg.  
Wheeler & Bain, Toronto.

**Corrugated Aluminum**  
The British Aluminum Co., Ltd., London, Eng.

**Cow Stalls and Stanchions**  
**Bull and Calf Pens.**  
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Cranes, Overhead Travelling**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Crate Openers**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Crowbars**  
B. J. Coghlin, Montreal.

**Culverts**  
Pedlar People, Oshawa, Ont.  
Winnipeg Steel Granary & Culvert Co., Winnipeg.

**Cuspidors**  
Thos. Davidson Mfg. Co., Montreal.

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Acme Shear Co., Bridgeport, Conn.  
Canadian Wm. A. Rogers, Ltd., Toronto.

Caverhill, Learmont & Co., Montreal.  
Crookes, Jonathan, & Son.  
Geneva Cutlery Co., Geneva, N.Y.  
Howland, H. S., Sons & Co., Toronto.  
Hutton, Jas., & Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
McGlashan, Clarke Co., Ltd., Niagara Falls.

Oneida Community, Ltd., Oneida, N.Y.  
Geo. Wostenholm & Son, Sheffield, Eng.

**Cutting Pliers**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cycles**  
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

**Derrick**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Disinfectants**  
Continental Oil Co., Winnipeg.

**Display Racks, Wire Cloth**  
R. M. Bowser & Son, Renfrew, Pa.

**Dies**  
Pratt & Whitney Co., Dundas, Ont.

**Door Bolts**  
The Stanley Works, New Britain.

**Door Checks**  
Wm. Newman & Sons, Birmingham.

**Door Hangers**  
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Cushman Motor Works, Winnipeg, Man.  
Myers, F. E., & Bro., Ashland, O.  
Richard Wilcox Canadian Co., London, Ont.  
The Stanley Works, New Britain.

**Door Springs**  
Chicago Spring Butt Co., Chicago, Ill.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Drills**  
Pratt & Whitney Co., Dundas, Ont.

**Draw Pulls**  
The Stanley Works, New Britain.

**Drills, Brick and Stone**  
Whitman & Barnes Mfg. Co., St. Catharines.

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Canadian Carbon Co., Ltd., Toronto.  
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Mainer Electric Co., Ltd., Winnipeg.  
The Maytag Co., Ltd., Winnipeg.  
Northern Electric Co., Ltd., Montreal.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Elbows**  
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Metallic Roofing Co., Ltd., Toronto, Winnipeg.  
Pedlar People, Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Electric Heating Specialties**  
Landers, Frary & Clark, New Britain.  
Renfrew Electric Co., Ltd., Renfrew.

**Electric Fixtures**  
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Jas. Morrison Brass Mfg. Co., Toronto.  
Mainer Electric Co., Ltd., Winnipeg.  
Northern Electric Co., Ltd., Montreal.  
Renfrew Electric Co., Ltd., Renfrew.  
Tallman Brass & Metal Co., Hamilton.

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Northern Electric Co., Ltd., Montreal.  
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**Electric Tools**  
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**Emery**  
John Oakey & Sons, Ltd., London, Eng.

**Emery Cloth**  
John Oakey & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.

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The Carborundum Co., Niagara Falls, N.Y.

**Emery Wheels**  
American Grinder Mfg. Co., Milwaukee, Wis.  
John Oakey & Sons, Ltd., London, Eng.

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Berry Bros., Walkerville, Ont.  
Canada Paint Co., Montreal.  
Douglass Varnish Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
The Ottawa Paint Works, Toronto.  
Pratt & Lambert, Bridgeburg, Ont.  
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Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.

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Thos. Davidson Mfg. Co., Montreal.

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Stanley Works, New Britain, Conn.

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Stanley Works, New Britain, Conn.

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The Dennis Wire & Iron Works, London, Ont.  
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MacGregor-Banwell Fence Co., Walkerville, Ont.  
The Steel Co. of Canada, Ltd., Hamilton.

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Darling Bros., Ltd., Montreal.  
A. Ramsay & Son Co., Montreal.

**Figured Rolled Glass**  
A. Ramsay & Son Co., Montreal.

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Barnett Co., G. & H., Philadelphia.  
Delta File Works, Philadelphia, Pa.  
Henry Disston & Sons, Toronto.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
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**Fire Clay**  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pedlar People, Oshawa, Ont.  
The Stanley Works, New Britain.  
Richard Wilcox Can. Co., London.

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Canada Wire & Iron Goods Co., Hamilton.  
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Canada Wire & Iron Goods Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.

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Andrew B. Hendryx Co.  
Marble Arms & Mfg. Co., Gladstone, Mich.

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Interstate Electric Novelty Co., Ltd., Toronto.  
Mainer Electric Co., Ltd., Winnipeg.  
Northern Electric Co., Ltd., Montreal.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Flint Paper**  
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Gutta Percha & Rubber, Ltd., Toronto.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
The Steel Co. of Canada, Ltd., Hamilton.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Thos. Davidson Mfg. Co., Montreal.

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The Pedlar People, Ltd., Oshawa, Ont.  
Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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H. S. Howland, Sons & Co., Toronto.

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Frost Steel & Wire Co., Ltd., Hamilton.  
The Steel Co. of Canada, Ltd., Hamilton.  
The Western Wire & Nail Co., Ltd., London, Ont.

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Pedlar People, Ltd., Oshawa, Ont.

**Garage Hardware**  
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Frank Mossberg Co., Attleboro, Mass.  
Richards-Wilcox Canadian Co., London, Ont.  
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Trimont Mfg. Co., Roxbury, Mass.  
The Stanley Works, New Britain, Conn.

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Thos. Davidson Mfg. Co., Montreal.

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Ward & Payne, Sheffield, Eng.

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Jas. Morrison Brass Mfg. Co., Toronto.

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**Gasoline Tanks, Underground**  
Darling Bros., Ltd., Montreal.

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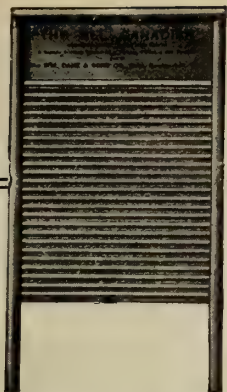
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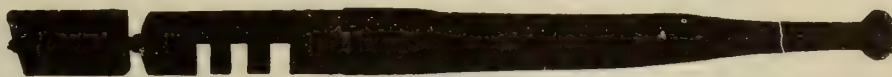
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National Machinery & Supply Co., Ltd., Hamilton.

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The original and only  
Genuine Preparation  
for cleaning Cutlery

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**JOHN OAKEY & SONS Limited**

Manufacturers of

Emery, Black Lead, Emery Glass  
and Flint Cloths and Papers, etc.

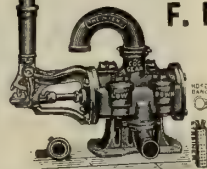
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The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

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THIS PAPER WHEN  
WRITING TO AD-  
VERTISERS.

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PAYS A GOOD PROFIT AND FILLS A LONG FELT WANT  
OF THE HOUSEWIFE

It eliminates boiling over, saves sugar, retains the juice and flavor.

A wonderful worry and trouble saver.

Made in tin, enamel, and aluminum, two sizes in each.

Write for prices.



Patented in Canada, pending U.S.A.

Made  
Exclusively  
by

**Mecca Specialties  
Company, Limited**  
70 Lombard St.  
TORONTO

## The Crackerjack Workman

Get hold of the best workman using  
files in your town or city. Hunt him  
out if you don't know him.

Show him a

## DELTA FILE

and say this to him:

"This file will cut deeper and faster than any other make or brand of file you ever saw or used, and will retain its cutting edge longer. At least this is what its makers say."

"Will you please try it out honestly, and give me your honest opinion. Because, if it does what is claimed for it, it is a mighty good file for you and others to use."

"You can do the same work easier and in less time, or you can do more work in the same time without a greater expenditure of effort."

"Will you oblige me by using this file for a week, or getting some one else to use it and bring me back the report." Say this, and we'll back you up—even to the cost of the file, if you send us full particulars.

We are making the best files made on this planet; we know it; others know it, and when our knowledge is so complete and assured, we're taking our chances in backing you up in an offer like the one made above.

There's good and steady revenue for you in a **Delta File Agency**. We'll work with you all day long to sell them. Write us.

N.B.—The **Delta** is the only file made from 3 to 24 inches long and absolutely crucible steel, and is guaranteed with a money-back pledge.

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# Auger Bits

The original double twist auger bit, patented by  
 Mr. Russell Jennings in 1855

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 St. Catharines, Ont.

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FOR

**HIGH  
SPEED**

Try It.

FOR

**HEAVY  
PRESSURE**

Every Pound Guaranteed.

**Tallman Brass & Metal Co.**  
**HAMILTON, ONT.**

# THE L. MARTIN CO.

HEADQUARTERS FOR  
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IN

**ENGLAND and AMERICA**

Originators of Eagle, Old Standard,  
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Suppliers of Bulk Blacks to the highest  
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QUALITY

Stores, banks, offices,  
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 all are good prospects for  
 steel lockers. Write for our  
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## DENNIS-LONDON

We have a large stock of  
**CARRIAGE and MACHINE BOLTS**  
 and **COACH SCREWS,**  
**RIVETS, NUTS and**  
**WASHERS**

# BOLTS

Orders Filled  
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**London Bolt & Hinge Works**  
 LONDON, CANADA

# JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

**CUTLERY**

By seeing that this exact  
mark is on each blade.

REGISTERED TRADE MARK  
  
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MADE IN CANADA

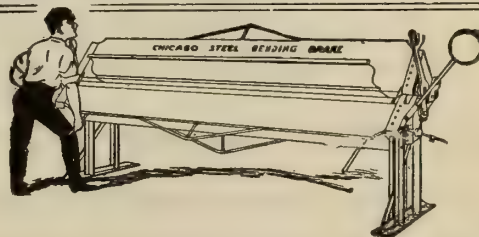
Unequal for Hard-  
 ware display.

Shows the goods  
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Saves time and  
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Send for catalogue  
 and price list.

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# CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the  
 most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

**The Steel Bending Brake Works Ltd., Chatham, Ont.**

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**R. F. SHURLY**  
Vice-President

**FRED. SHURLY**  
Gen. Manager and Treas.

**H. W. BRYNE**  
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**Your number of sales is governed by the quality of the line you supply**

"Forest King" quality has set a new high standard in saw service. Selling it means giving your customer a satisfaction that will attract them to your store for their future requirements.

WRITE FOR FULL PARTICULARS

**R. H. SMITH COMPANY, LIMITED**  
Est. 1855

**ST. CATHARINES, ONT.**

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

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# Mentally, are you inferior to a bank president?

This advertisement is addressed to the younger men at or near the head of business houses.

It is addressed to you because you have ambition not chilled by the experience of many failures.

It is addressed to you because you have a will—and the strength—to attempt big things.

It is addressed to you because the circumference of your world is always widening—this because of energy on your part and a vision of things far off.

Your world is the world of money and business—very big worlds. They are worlds concerning which you ought to know much.

In particular, you want to know—or should—about Money and Business in Canada. This desirable and essential knowledge can be obtained from reading and study.

But you require an index—a guide, and this you will find in THE FINANCIAL POST, a weekly newspaper, the subscription price of which is \$3.00 a year.

This newspaper tells you about Money and Business in Canada. It lifts you out of your own rather confined world, and puts you into the world of the men who are doing big things.

Now it is clear that you can make more money if you understand Money and Business after the manner of these men at the head of our great banks, financial institutions and manufacturing establishments.

These men are probably not a whit better equipped mentally than you. Their advantage lies in this circumstance: namely, that they have chosen to live in a bigger world—the world of Big Money and Big Business. And living in this world, they have stretched out farther and higher—in the direction of richer prizes, by preparing themselves constantly for greater opportunities.

Now this same Big World is open to you—but you must enter it of your own accord, and with a sincere purpose to become familiar with it. The bigger world will adopt you and reward you if you choose to live in it.

The Post's Business Outlook alone will give you an invaluable acquaintance with big affairs and with the tendencies in business. This helps to give you that foresight so essential in directing your own business to greater success. Read The Post for this Business Outlook if for nothing more. It alone may easily be worth the subscription price to your business.

This is why we urge you to become a regular reader of THE FINANCIAL POST OF CANADA.

And as a young man of ambition and outlook, you will, we feel sure, fill in the form below and return to us.

## THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

THE FINANCIAL POST OF CANADA  
143-153 University Ave., Toronto.

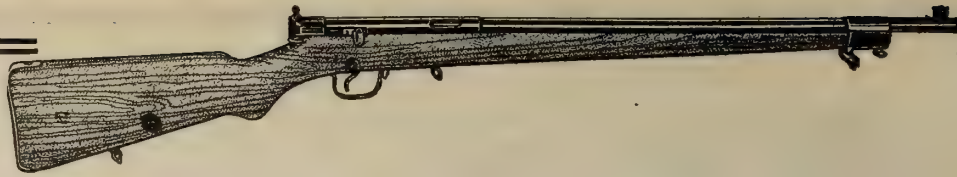
.....1916.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....

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Alex. Martin Sporting Goods Co., Ltd.,  
231 Eighth Avenue East,  
Calgary, Alta.

The Ross Rifle Co.,  
Quebec, Que.

Dear Sirs:—

It may interest you to know that one of our Calgary Cadets here has made a remarkable score with one of your rifles and Dominion Long Ammunition, namely, fifty consecutive 10's on the Canadian No. 1 League Target. This score was made on the Connaught School Range of this city on May 6th by Charles Henderson.

Yours truly,

Alex. Martin Sporting Goods Co., Limited  
(Signed) Alex. Martin.

This record, though remarkable, is not an unusual one for users of the Ross .22 Cadet Rifle. Anyone who can hold a rifle on the bull's eye, and pull a trigger properly, can equal it if he is using a Ross .22 Cadet.

For catalogue, discounts, etc., address

**ROSS RIFLE COMPANY - QUEBEC**



**ATKINS**

Is your TROWEL business growing? If not, it should be. Are you simply taking care of the ordinary demands or are you really creating new and larger TROWEL sales? ATKINS TROWELS have distinctive features that appeal to the best trade. To start them in any community means new ATKINS TROWELS for every plasterer. You make new business and more profit. "We Help You to Sell" them. Write for particulars.

**E. C. ATKINS & CO.**

**MAKERS OF STERLING SAWS, TOOLS AND TROWELS**

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell Street

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# "Hoyt Frost King" Babbitt



## Reduces the Babbitt Bill

Especially designed for ALL CLASSES OF STATIONARY ENGINES, saw mills, threshing machines, traction engines, pumps, rolling mills and pulp machinery, etc.

Increases life of machinery.

The service is most desirable. Those who give it a trial invariably become steady users.

If you cannot get this babbitt from your dealer, we will be pleased to make you a shipment direct of a twenty-five-pound box.

OVER \$5,000,000 WORTH SOLD ANNUALLY.

## HOYT METAL COMPANY

Factory and Offices,  
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# "Multiped"

## The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

## GUTTA PERCHA & RUBBER, LIMITED

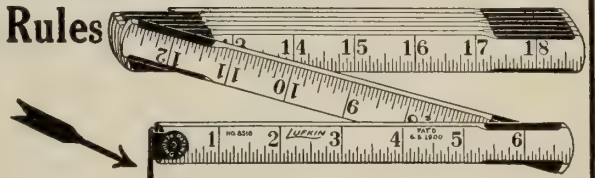
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# LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

# TINKER TOM TALKS.

## Talk Number Sixty-two

One of our tinsmith friends says, "When I use 'PREMIER' GALVANIZED SHEETS, I don't carry two grades of stock. They're good enough for the best work and cheap enough for the lowest priced contract."

"The best working-up quality we ever bought."

TINKER TOM.

Look for Talk No. 63 next week.

DOMINION SHEET METAL CO., Ltd.  
HAMILTON, CANADA

258





# The Vogue of Community Plate



## A Few Distinguished Patrons of Community Silver

(By permission)

Mrs. O. H. P. Belmont  
New York

Hon. Mrs. Beresford  
London

Baroness de Meyer  
New York

Countess Festetics  
New York

Mrs. James B. Haggis  
New York

Baroness Huard  
Paris

Mrs. F. C. Havemeyer  
New York

Mrs. Oliver Harriman  
New York

Mrs. Robert Jordan  
Boston

Mrs. Frederick Neilson  
New York

Mrs. Honore Palmer  
Chicago

Princess Troubetzkoy  
New York

Mrs. James Viles  
Chicago

Mrs. Reginald C. Vanderbilt  
New York



*Photographed by permission.*

## DINING ROOM of MRS. FREDERICK C. HAVEMEYER.

*Mrs. Havemeyer, who was Miss Lillie Harriman, is a sister of Mrs. William K. Vanderbilt. She is almost as well known as a connoisseur and a woman of taste as she is a leader of fashion. Her dining room is furnished with the Patrician design in Community Plate.*

When it comes to silverware, even the staunchest American is an artistocrat at heart. Surely no one could resist the charm and distinction of the Patrician design in Community Plate. A chest containing a complete outfit for the table can be bought at prices ranging from \$75.00 to \$500.00. Or in individual sets; for instance, tea-spoons \$5.00 the dozen, in U.S.A.

ONEIDA COMMUNITY LTD., ONEIDA, N. Y.



PATRICIAN ORANGE SPOON



# HARDWARE<sup>AND</sup> METAL

Vol. XXVIII  
No. 34

## CANADA

AUGUST 19  
1916

### ANNUAL FALL NUMBER

CONDITIONS in business change every year, and every season. Look back for a year, and you will recall that the situation, when you planned your 1915 Fall Campaign, was vastly different from the present. The plans that worked, last year, might fall flat under present conditions.

"Planning ahead" is the keynote of this number of Hardware and Metal. Practical ideas for securing more Fall and Winter business are accompanied by definite suggestions for working out these ideas successfully.

This copy should be hung at your desk, where you can conveniently refer to it over and over again, during the next few months.



# Red **S** Brand

## Window Glass

**PLATE, FIGURED, STAINED, ORNAMENTAL,  
WIRED, MIRROR and BENT GLASS**

Special prices for carloads, also for quantities  
from stock. *Prompt deliveries.*

**GLASS BENDERS AND MIRROR MAKERS TO THE TRADE**



**The Toronto Plate Glass Importing Co., Limited**  
TORONTO, CANADA



# METALS

ANTIMONY, COPPER, LEAD, TIN,  
ZINC, ALUMINUM

## SHEET METALS

BLACK, GALVANIZED, TINNED and POLISHED  
SHEETS, TINPLATES, all grades, CANADA  
PLATES, BLACK PLATES, all finishes, ZINC  
SHEETS.

## BRASS AND COPPER

SHEETS, RODS, TUBING

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Enquiries solicited for Import or from Stock.

MONTHLY STOCK LIST MAILED ON REQUEST.

**M. & L. Samuel, Benjamin & Co.**

Corner King Street and Spadina Avenue

**TORONTO**



When the  
**WAR ENDS**

you will want supplies renewing

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**Gummers Limited**

Have for over 40 years made a study  
of every kind of fitting for

**STEAM, WATER and  
SANITARY Purposes**

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*Specialists in*

Mixing Valves, High Grade Bath and Lavatory  
Fittings for Ships, Public Baths, Hospitals, Asylums,  
Mansions, Hotels, Cottages, Etc.

*Colonial Enquiries Specially Invited*

**G. & W. G. GUMMER, Limited**

Effingham Brass Works

ROTHERHAM, England

And 9 FENCHURCH STREET, LONDON, E.C.





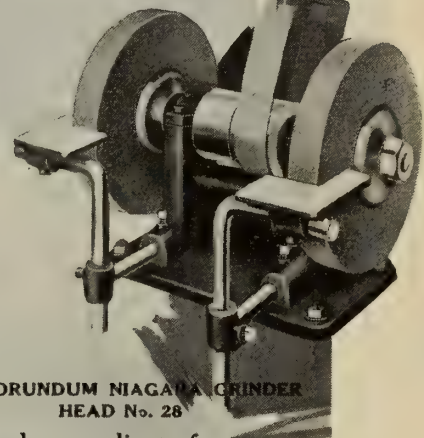
NIAGARA GRINDER No. 4

# THE GRINDERS THAT ARE SOLD ON QUALITY



NIAGARA GRINDER No. 10

## CARBORUNDUM NIAGARA GRINDERS EQUIPT WITH CARBORUNDUM WHEELS

CARBORUNDUM NIAGARA GRINDER  
HEAD No. 28

**T**HERE is more profit in handling a line of grinders of the quality of Carborundum Niagara Grinders. From handle to castings they are carefully designed, accurately made from the best possible materials—machine-cut gears, high-grade castings, malleable handles and clamps. They are easy running, practically noiseless and handsomely finished. Naturally they cost more, but they are worth more—they give more real service—they stand up on the job—stand up under the wear and tear. They are grinders that will please your customers and profit you.

*Suppose you send for description of the complete Carborundum Niagara line, prices, free display stand offer, etc.*

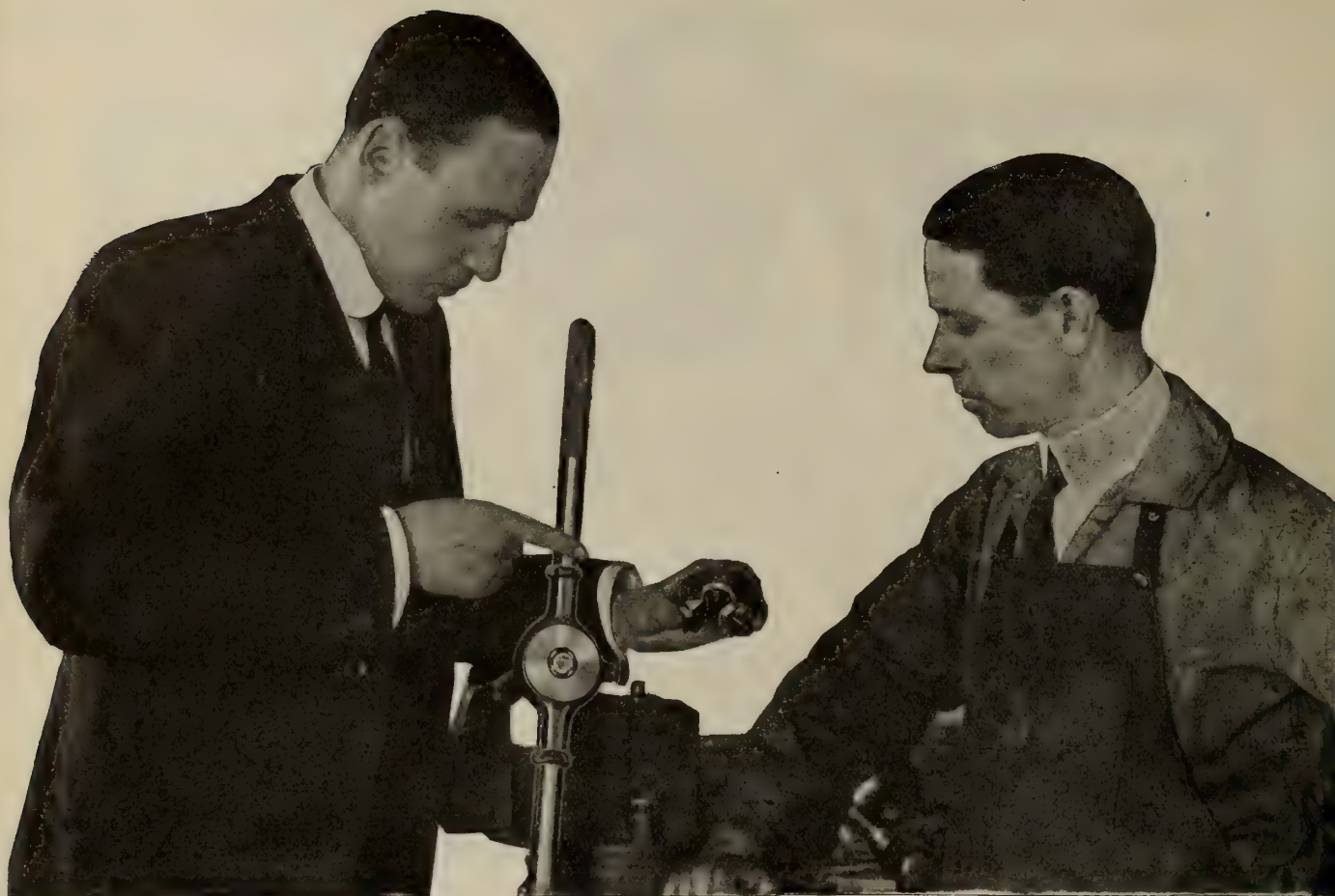
**THE  
CARBORUNDUM  
COMPANY**  
NIAGARA FALLS, N. Y.



NIAGARA GRINDER No. 1

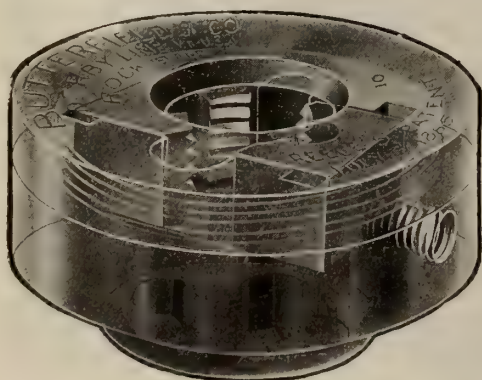
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## Mechanics Appreciate Reece's Screw Plates

*Get and display a sample set—  
it will bring you good business.*



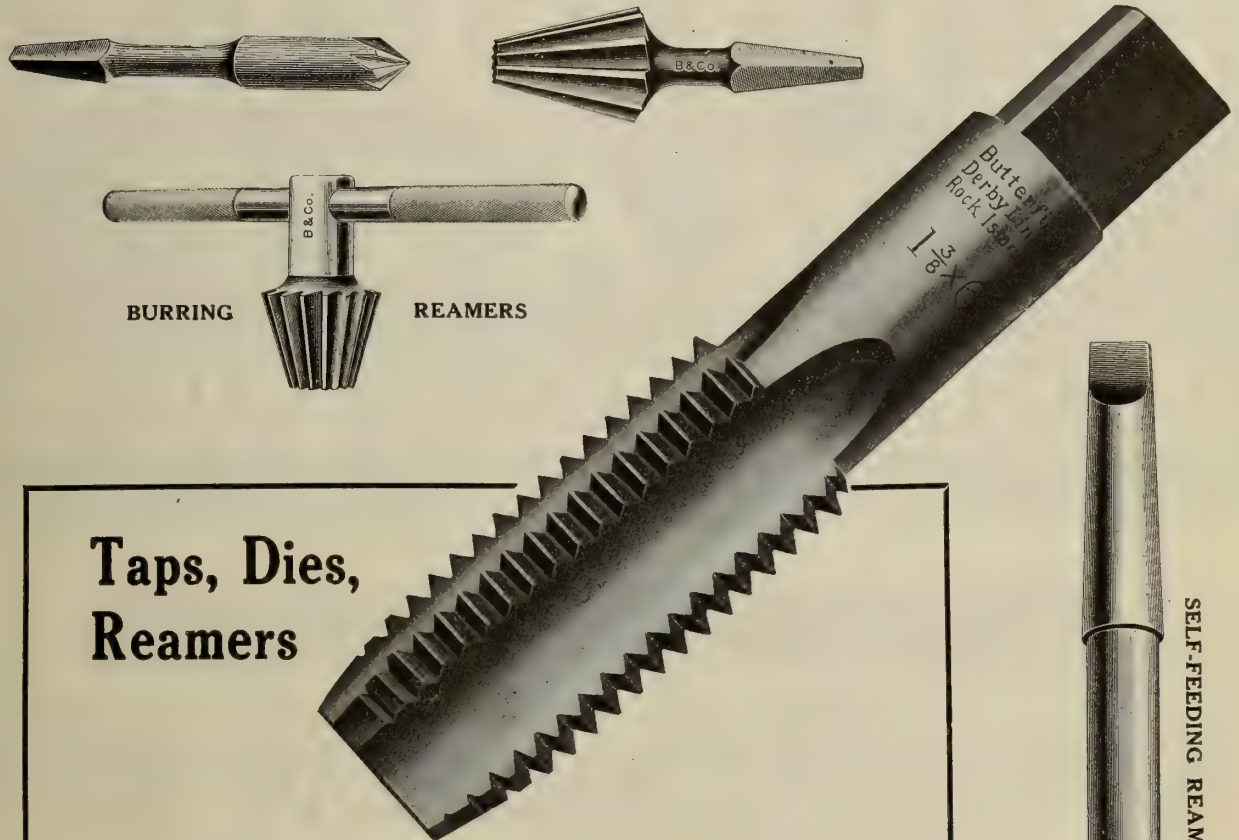
They are adjustable, with all the advantages of a solid die with none of the disadvantages. It is impossible for the dies to loosen and cut cross threads, because the guide is cast solid with and is part of the collet.

They are the only screw plates where the dies are held in a collet that allows the reversing of the dies in the collet for use in a lathe or other machine.

Sets are neatly put up in wooden boxes and are of a large variety. Write us about the complete line for your district.

**Butterfield & Co., Inc.**  
Rock Island, Quebec





## Taps, Dies, Reamers

YOUR TOOL BUSINESS IS CONTROLLED BY  
THE QUALITY OF THE LINES YOU SELL.

*To get maximum results sell*

# Butterfield Tools

They are long-lived, rapid workers. The man with a wide knowledge of Taps, Dies and Reamers is an especially strong friend of the Butterfield Line — he wants "Butterfield," and no others—he becomes a permanent customer, and whenever occasion presents itself he's right there with a good word for the dealer who sells them.

No better time than now to get acquainted with the advantage of selling Butterfield tools. Send a trial order. We guarantee satisfaction.

**Butterfield & Co., Inc.**  
Rock Island, Quebec

**Powerful  
Tools  
with an  
appetite  
for work**





# GOODELL PRATT

## 1500 GOOD TOOLS



### GP 777 A FLEXIBLE HACK SAW BLADE

## TWO WAYS OF BUYING HACK SAW BLADES

There are two ways of buying Hack Saw Blades; buying by test, and buying on faith.

The only fair test of a Hack Saw Blade, is several months of continuous use in power machines. If you gave Goodell-Pratt Blades such a test, you would always use them.

If you haven't the time or facilities for making such a test, you must buy on faith. In this case, you should buy Goodell-Pratt Blades, as you know the reputation of Goodell-Pratt's 1500 Good Tools and Goodell-Pratt's square-deal policy.



**Goodell-Pratt Company**  
Greenfield *Toolsmiths* Mass., U.S.A



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# GOODELL-PRATT

## 1500 GOOD TOOLS



No. 385

### High Speed Hand Drill

Capacity 0 to  $\frac{1}{4}$  Inch

List Price \$5.00

**SPEED.** This drill has a speed of 7 to 1. This high speed is particularly useful for wood finishers, floor layers, or anyone else who must drill a large number of holes rapidly.

**DURABILITY.** The aluminum casing protects the gears from dirt or breakage. Very strongly made, and simply made, this drill cannot get out of order.

**CONVENIENCE.** The large end handle, the long crank, the big knob side handle make it very convenient to use. The ball bearings, the grease in which the gears are packed, and the careful way in which the gears are fitted, make it very easy to operate. The aluminum casing makes it very light.

**NOVELTY.** This is an absolutely new tool, unlike any other drill ever manufactured. Be up-to-date, get them while they are new, and show your customers that you are on the job.

Write for Our Big Red Catalog.



**Goodell-Pratt Company**  
**Greenfield, Toolsmiths Mass., U.S.A.**



*If interested, tear out this page and keep with letters to be answered.*





No. SC 935

## Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges . . . . . Pair in a Box SC 900

Light Tee Hinges . . . . . " " " SC 904

Heavy Strap Hinges . . . . . " " " SC 209

Heavy Tee Hinges . . . . . " " " SC 609

Corrugated Strap Hinges " " " SC 935

Corrugated Tee Hinges.. " " " SC 937

Don't forget the prefix "SC" !

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.

Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

## Galvanized and Black Steel Sheets

Sheet  
Copper

Tin  
Plate

STOCK OR  
IMPORT

Monthly Stock Sheet  
mailed upon application

Fire  
Door  
Terne  
Plate

**The Roofers Supply Co., Limited**  
**TORONTO**

*If interested, tear out this page and keep with letters to be answered.*



# Our Stock of Guns, Rifles, Ammunition and Loaded Shells

Is large and well  
assorted

We are in a splendid position to take care of your requirements in rush orders as well as regular shipments.

The coming season is going to be a big one for game shooting.

**Be prepared.**

**We make it a point to ship promptly.**

WRITE FOR OUR PRICES.



**H. S. HOWLAND SONS & CO.**  
WHOLESALE HARDWARE  
TORONTO

LIMITED



*If interested, tear out this page and keep with letters to be answered.*



## Prepare Now for the Big Season!

The indications are that the coming Holiday season will bring a greater demand than ever before for Erector.

Once again, Erector advertising will dominate the toy field, and send thousands of buyers into the stores of dealers who carry

### GILBERT'S **ERECTOR**

And "Gilbert" co-operation will be even more helpful than in the past—will go a long way in aiding dealers to eclipse their sales and profits of previous seasons.

Order Erector to-day, so that when the Holiday season arrives you will be sure to have an adequate stock on hand.

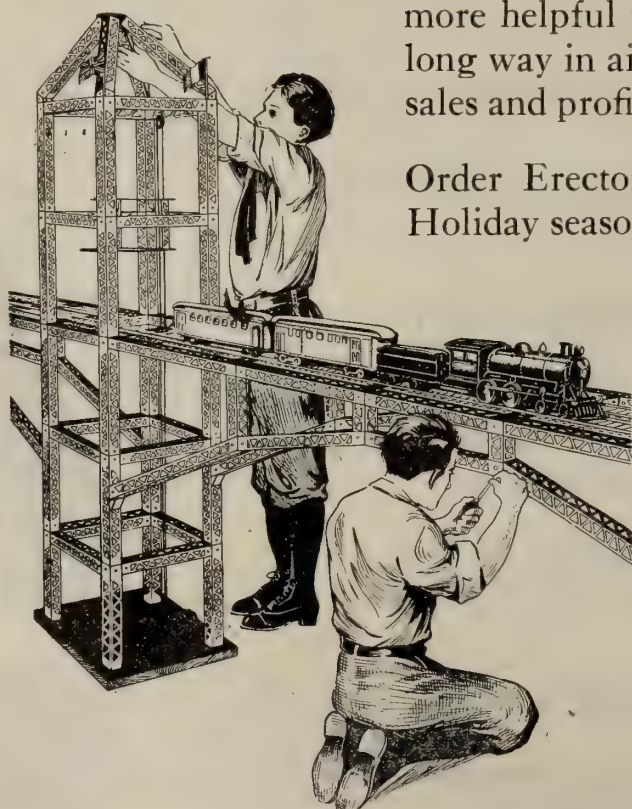
*Write for price list and discounts.*

Distributors

**MENZIES & CO.**  
LIMITED

FOR

**THE A. C. GILBERT CO.**  
NEW HAVEN, CONN., U.S.A.



*If interested, tear out this page and keep with letters to be answered.*





**Quality**

**Service**

# **The Steel Company of Canada, Limited**

## **PRODUCTS**

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### **FORGINGS**

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
Top Goods, Etc.

### **WIRE, ETC.**

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered Liquor  
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire  
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### **RAILWAY FASTENINGS**

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### **NAILS, SPIKES, RIVETS, ETC.**

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### **POLE LINE HARDWARE**

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### **BOLTS, NUTS AND WASHERS**

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### **WROUGHT PIPE**

Black and Galvanized Nipples and Couplings.

### **SCREWS**

Wood and Machine Steel, Brass and Bronze.

### **LEAD PRODUCTS**

Lead Pipe, White Lead, Shot and Putty.

# **The Steel Company of Canada, Limited**



**HAMILTON TORONTO**



**MONTREAL WINNIPEG**



*If interested, tear out this page and keep with letters to be answered.*



# QUALITY and RELIABILITY

*are combined in the construction of*

## ALL B.B. TOOLS

---

**WE SPECIALIZE ON:—**

**TINSMITHS' TOOLS**

**SHEET METAL WORKERS' TOOLS**

**POWER PRESSES**

**PUNCHING MACHINES**

**SQUARING SHEARS**

**SMALL HAND TOOLS**

**Etc., Etc.**

*Let US Figure on Your Next Installation*

**The Brown, Boggs Co., Limited**

**HAMILTON, ONTARIO**

*If interested, tear out this page and keep with letters to be answered.*





**GIVE THIS MAN  
HALF AN HOUR**

Will you give this man half an hour to tell you what McCaskey Service can do for your business and for your customer?

He's the McCaskey man and he knows the charge account business from A to Z. His bread and butter depends upon his knowing that business. If you will spend half an hour with him you can't help getting some mighty good ideas that will fit your business and you'll be perfectly welcome to them whether you give him an order or not. McCaskey Service means as much to your customer as it does to you. For your customer is just as much interested in knowing how much he owes from day to day and in having his accounts kept in the simplest way and with the least possible expense as you are yourself.

McCaskey Service pays for itself in the average business—in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

If you give the McCaskey man half an hour of your time to tell his story it will be worth your while.

**McCASKEY**  
TORONTO :: CANADA



**McCASKEY**  
"ONE WRITING"



# F. & W. SERVICE



**E**VERY order received, be it large or small, is given careful, individual attention.

Our stock is complete and new—we do not permit substitution but fill orders according to specifications.

We have no private brands, our goods are sold under the manufacturer's own name.

All orders are shipped promptly — our organization permits of a fast service.

Try us with a mail order.

**FROTHINGHAM & WORKMAN**  
LIMITED

*"Canada's Oldest Established Wholesale Hardware House"*

**199-203 St. Paul Street**

**MONTREAL**





# QUICK READING STEEL TAPES

AN important improvement in the Starrett Steel Tapes consists in placing the foot figures before each inch mark, as shown above. By this method of marking, the tape can be read in an instant and the possibility of error removed.

**Starrett Tools**  
TRADE MARK  
REG. U.S. PAT. OFF.

owe a great measure of their popularity to the perfection of just such details as this as well as to their permanent accuracy, quality and workmanship.

WE DEAL DIRECT WITH HARDWARE STORES.

Write for the New Starrett Catalog No. 21-MA, Prices and Dealer's Discounts.

**THE L. S. STARRETT COMPANY**

*"The World's Greatest Tool Makers"*

ATHOL, MASS.

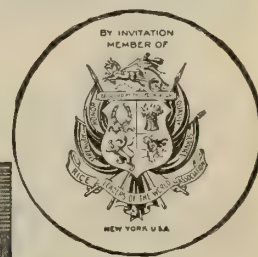
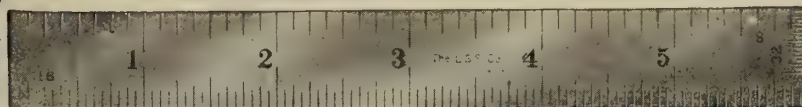
New York

Chicago

London

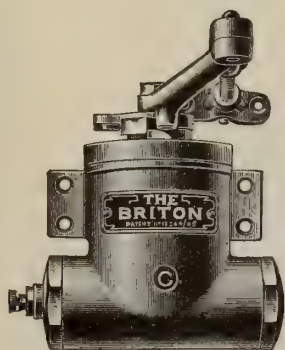
## OTHER STARRETT TOOLS:

Micrometers  
Vernier  
Calipers  
Combination  
Squares  
Steel Rules  
Protractors  
Levels  
Calipers  
Dividers  
Hack Saws  
Wrench Sets  
Speed  
Indicators

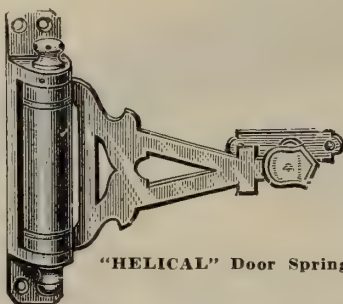


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The "BRITON" Door Check  
and Spring



"HELICAL" Door Spring



Regulating  
Spring Hinge



"INVINCIBLE"  
Floor Spring



Rod Spring

There is an abundance of profit and  
satisfaction in selling

## NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF  
ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

*Be sure to get lists and full particulars now*

**WM. NEWMAN & SONS, Limited**  
BIRMINGHAM, ENGLAND

ENQUIRIES TO  
**FREDERIC SARA & COMPANY**  
326 Ninth Ave. West, Calgary, Alta.

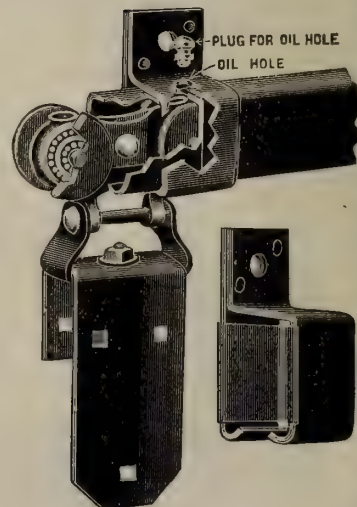
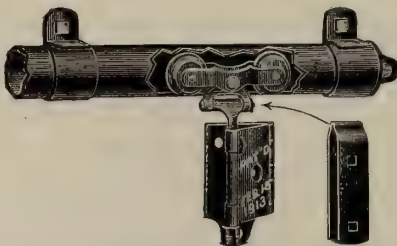
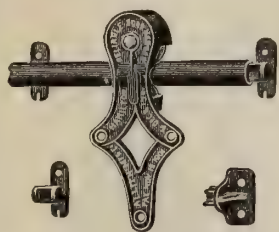
**Do you want a line of Hangers and Track to hand out to  
your customer which you KNOW is finished the way  
hangers and track SHOULD BE FINISHED ?**

- 1st Running surface of wheels are perfectly TRUE.
- 2nd Parts where strain comes are MALLEABLE.
- 3rd Tracks are so formed to cause LEAST amount of FRICTION.

## EVERY LINE OF DOOR HANGERS AND TRACK

which we manufacture HAVE these three points—they are  
essential for perfectly running hangers.

Each individual line has other advantages which are DIS-  
TINCTIVE of the ALLITH PRODUCTS.



**ALLITH MFG. CO., Ltd., Hamilton, Ont.**

*If interested, tear out this page and keep with letters to be answered.*



**"P. & W. Co."**

# SMALL TOOLS

## Quality and Precision

that meet the ideals of the mechanic and bring him back to you for his future requirements.

*Prompt delivery.*

*If your jobber cannot supply you, write us direct.*

**Pratt & Whitney Company  
of Canada, Limited**

**DUNDAS, ONTARIO, CANADA**

**MONTREAL**  
723 Drummond Bldg.

**VANCOUVER**  
609 Bank of Ottawa Bldg.

**WINNIPEG**  
1205 McArthur Bldg.

*If interested, tear out this page and keep with letters to be answered.*



# ACKLAND'S

The Only Western Makers of  
**Carriage and Wagon Wood Goods**  
 of Every Description  
**RIGHT IN QUALITY—PATTERN—PRICE**

A full line of finished and painted  
 Eveners, Doubletrees, Whiffletrees, Neckyokes, Buggy  
 Shafts and Poles

## HARDWOOD LUMBER

Large stocks carried. Prompt shipment assured.

CARRIAGE TOPS AND TRIMMINGS—

CARRIAGE AND WAGON MALLEABLES—

CARRIAGE PAINTERS' SUPPLIES—

“CRESCENT” PLOWSHARES—FOR ANY PLOW

BINDER AND MOWER REPAIRS—ALL KINDS

BLACKSMITHS' and CARRIAGE MAKERS' TOOLS and MACHINES  
 HAND AND POWER

THE MOST COMPLETE LINE IN THE WEST

HORSE SHOES—HORSE NAILS—CALKS—PADS,

HORSE SHOERS' SUPPLIES

BAR IRON AND STEEL—

SMITHING COAL

GENERAL HARDWARE AND BLACKSMITHS' SUPPLIES

*Our Motto: Quality—Service*

Prompt attention given to your enquiries or orders.

## D. ACKLAND & SON, LIMITED

THE  
 BEST  
 PLACE

65-68 Higgins Ave.,  
 WINNIPEG,  
 Man.

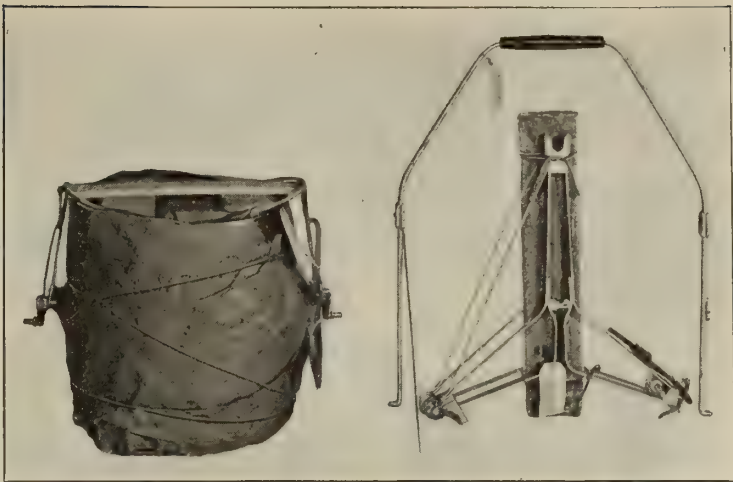


722 11th Ave. West,  
 CALGARY,  
 Alta.

THE  
 BEST  
 GOODS

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# Easily Assembled and Very Neat

The frame of the BT Daisy Churn is made of 1 x 1 3-16 inch flat steel riveted together and is compact, neat and strong. It can be put together in a few minutes and adjusted to rest perfectly level on the floor by means of the cross board. This is better than tightening up a lot of stove bolts as must be done with other churns. The legs are out of the way of the operator. A pail can be set close to the barrel for drainage.

The barrels are correctly barrel-shaped. They are finished in the natural colors of the oak. Put this churn side by side with any other and customers will choose it because of the superiority in neatness of design and the beauty of the finish.

**Beatty Bros., Limited, Fergus, Ont.**

Edmonton, Alta.,      Winnipeg, Man.,      Montreal, Que.,  
St. John, N.B.

BT Pumps,  
Churns,  
Washing  
Machines,  
Ladders,  
Hay Carriers



Wringers,  
Barn Door  
Track,  
Steel Tanks,  
Pipe,  
Barn  
Equipment



If interested, tear out this page and keep with letters to be answered.



# RICHARDS-WILCOX "BULL DOG" JOIST HANGERS

THEY NEVER LET GO!

The builder who uses them once will never go back to the old way. THEY SAVE TIME. Joists can be hung in half the time. Time is money. THEY INCREASE STRENGTH of construction. THEY are INEXPENSIVE.

Made of specially selected steel of great tensile strength which avoids cracking, common in iron hangers. No flaws, every hanger perfect.

The stock being of same measurement throughout, is of uniform strength, with no "weak spots."



Style  
W



Style  
X

Style X—For setting in brick. Arms may be extended the width of one brick or the width of two bricks as desired. State length of arms when ordering. Ends are turned 1-inch high in all sizes unless otherwise specified.



Style  
Y

Style Y—For I-Beam, concrete blocks, or wooden beams. If specified "for wood," spike holes are provided in the hooks as well as in the arms. In hangers made of 1-8 inch stock, the hooks are 1-inch long, in the goods of heavier stock, 1½-inch long. Clinch the hooks under the flange of the beam.



Style  
Z

Style Z—Made in two parts to lap over the beam and securely riveted together. When wider than 8 inches across the beam, a reinforcing bar is provided, to which the hanger arms are riveted.

Send for Supplement A containing full details of "Bull Dog" Joist Hangers, and a lot of other valuable information.

"The Hanger People"

## There's Money for You In Our 200-Page Catalogue!

We will protect you on prices, and allow you a good margin for profit on all orders you can secure in your district for power transmission machinery for grain elevators, sawmills, mines, etc., either new or repair work. Also structural steel and iron for buildings, bridges, etc. We will gladly send our catalogue on request.

You can make a lot of money picking up orders for standard and miscellaneous steel and iron which we list in our

regular monthly stock list. If you are not receiving it each month write and let us know.

# Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

*If interested, tear out this page and keep with letters to be answered.*



# WHY NOT CUT OUT ONE OR TWO STYLES?

¶ There are three styles of Hack Saws—two Hand and one Power. One style of Hand is known as Flexible—the other All Hard. The Power are All Hard.

¶ In this talk we want to confine ourselves to the Flexible Hack Saw.

¶ Can the Flexible Blade be eliminated—The cheap ones made from ribbon steel can with advantage to everyone—They'll do anything but cut.

¶ But the modern Flexible Blade made of Tungsten Alloy Steel is the best Hand Blade a Dealer can handle—

¶ They don't break in use like the All Hard. This means longer and more satisfactory Service—

¶ They cut equally as well as the All Hard—

¶ They cost no more than the All Hard and—

¶ Our sales of Flexible Blades are more than double those of All Hard.

¶ Reason and Experience both favor the modern Flexible Hand Blade—

¶ Then why do we make All Hard Hand Blades?

¶ We'll tell you next month.

¶ Meanwhile

*"It's a little thing—a matter of specifying Flexible—but it counts."*

VICTOR BLADE—CANADIAN MADE

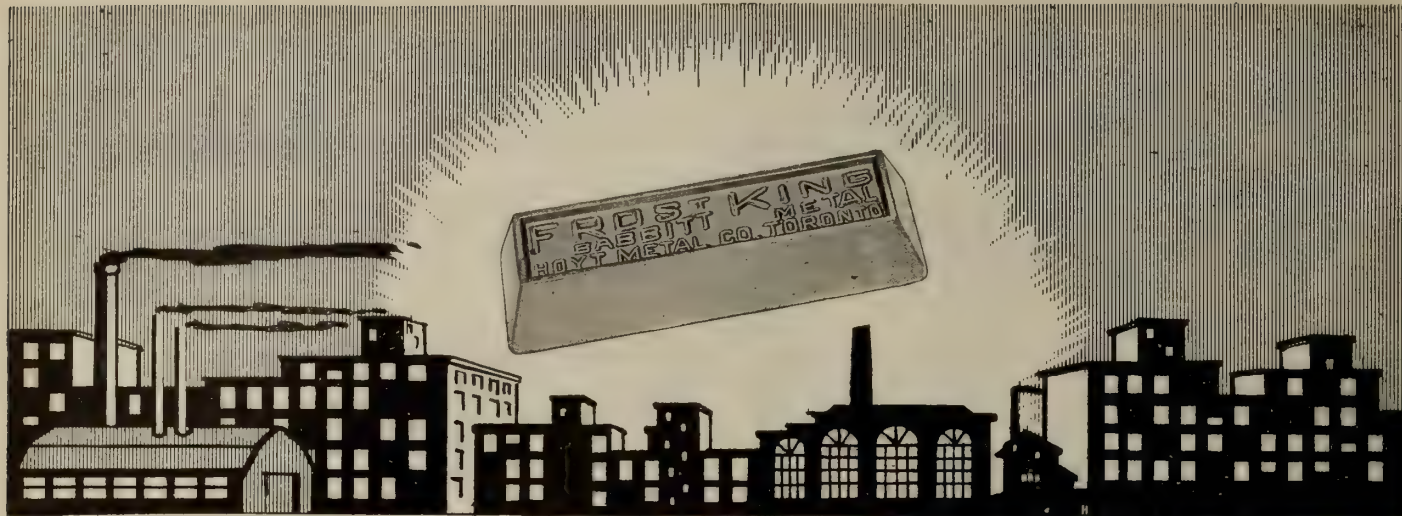


## VICTOR SAW WORKS, LIMITED

HAMILTON,

ONTARIO





## The Metals That Give Satisfaction Day In And Day Out

For over 40 years we have devoted our efforts exclusively to the perfection of white metal alloys, having delved carefully into the chemical, physical and mechanical properties of each element and its various compounds.

All elements entering into our mixtures are carefully refined and put together in such proportions and in such relation to each other that the best possible alloy is secured for the work for which it is designed. All of which means that it is the best Babbitt Metal for you to sell. It makes permanent customers for you, and a permanent customer means much profit. \$5,000,000 Annual Sales—This tells its own story of excellence. Order from your jobber.



### Hoyt's Frost King

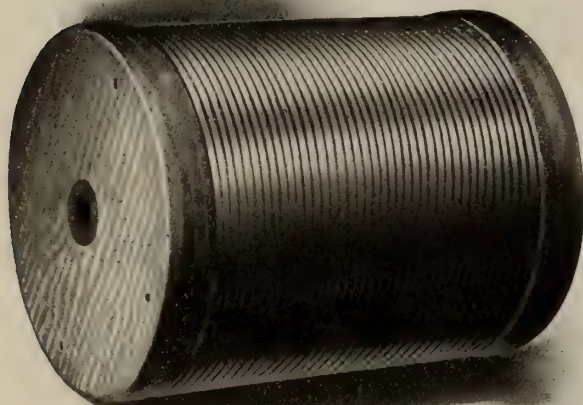
A first-class all-round Babbitt. It will not only take care of high speed, but will stand up to heavy work in an extraordinary way.

For saw mills, planing mills, threshing engines, traction, rolling mills, pulp machinery, and all classes of stationary engines, it is without equal.

### Hoyt's Nickel Genuine

Is designed especially for use in gas engines, gasoline engines, and all classes of marine engines and is especially adapted for automobiles. For heavy duty high speed work is probably as perfect as an alloy can be made.

This alloy is exceedingly tough and durable.



### HOYT'S WIRE SOLDERS

The greatest care is used in making the alloys, and at all times our Wire Solder runs even diameter throughout the entire spool, being one continuous strand. Put up in 50 lb. and 5 lb. spools. Made in all gauges.



### HOYT SOLDERS

Are manufactured of carefully selected stock, and the ingredients are so thoroughly mixed that it practically evolves a new metal. These solders are not only free flowing, but very clean, and where percentages are specified, they contain the exact amount.

**HOYT METAL COMPANY,** EASTERN AVENUE and LEWIS STREET **Toronto, Canada**  
New York, N.Y. London, Eng. St. Louis, Mo.

*If interested, tear out this page and keep with letters to be answered.*





# Stanley Tools

## “ EVERLASTING ” CHISELS

STRONG — FAST — DURABLE

BLADE, SHANK and HEAD One Piece of  
Solid Steel

Exceptionally Well Made and Highly Fin-  
ished

May be Purchased Singly, or in Sets in  
Canvas Rolls or Fancy Wood Boxes

Made in All Standard Sizes

SPECIAL CIRCULAR ON REQUEST

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.

*If interested, tear out this page and keep with letters to be answered.*



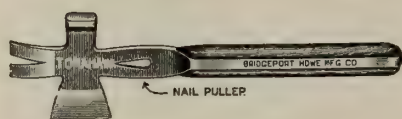
## The Most Complete Line of Its Kind

Made by people who specialize on these goods. Get posted!

*Send for latest catalog*



SURE GRIP NAIL PULLER



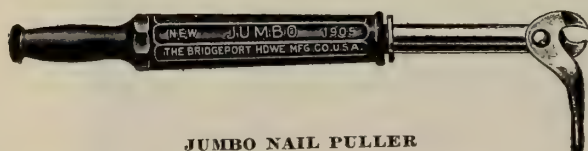
TOMAHAWK BOX TOOL



RED BULL NAIL PULLERS



HUSTLER BOX TOOLS



JUMBO NAIL PULLER



MATCHLESS BOX OPENERS



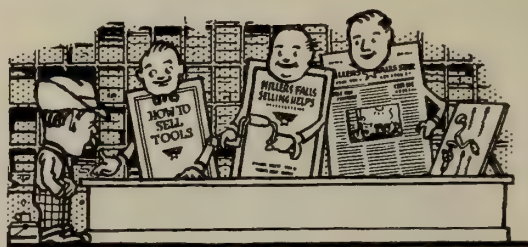
UNBREAKABLE NAIL PULLERS



BOX TERRIER CRATE OPENERS

Our Nail Pullers are sold by nearly all Canadian Jobbers.

**The Bridgeport Hardware Mfg. Corporation**  
Bridgeport, Conn., U.S.A.



## Are These Sales Helps Working for YOU?

Here are three salesmen that will help you sell more tools if you will put them in your tool department and let them work for you.

They won't cost you a single dollar on your pay roll, but they will help you pile up a bigger profit in your cash drawer.

"How to Sell Tools" is a book that contains more tool selling information than was ever put into one book before. Gives the points on selling that should be put into practice by every salesman in your store. Put a copy in the hands of every man and keep one on your own desk to make sure that its ideas are being carried out.

"Millers Falls Selling Helps" illustrates and describes the selling help features that we offer every dealer who is pushing Millers Falls tools. Some of the features offered include window display fixtures of original design handsomely finished—display cards and newspaper ads, some of which advertise your store almost entirely—consumer literature for local distribution, including Mechanic's Handbook which every mechanic highly appreciates.

"Millers Falls Star" is issued every month and is full of ideas that you can turn into money. Discusses live selling questions and tells how others have successfully met the same problems you are facing. Just as interesting and readable as it is valuable.

If you haven't all three of these Selling Helps working for you already, send for copies today. We want to give you all that you can use to advantage.

**Millers Falls Co.**

*"Toolmaker to the Master Mechanic"*

Millers Falls

Mass., U. S. A.

N.Y. Office: 28 Warren Street

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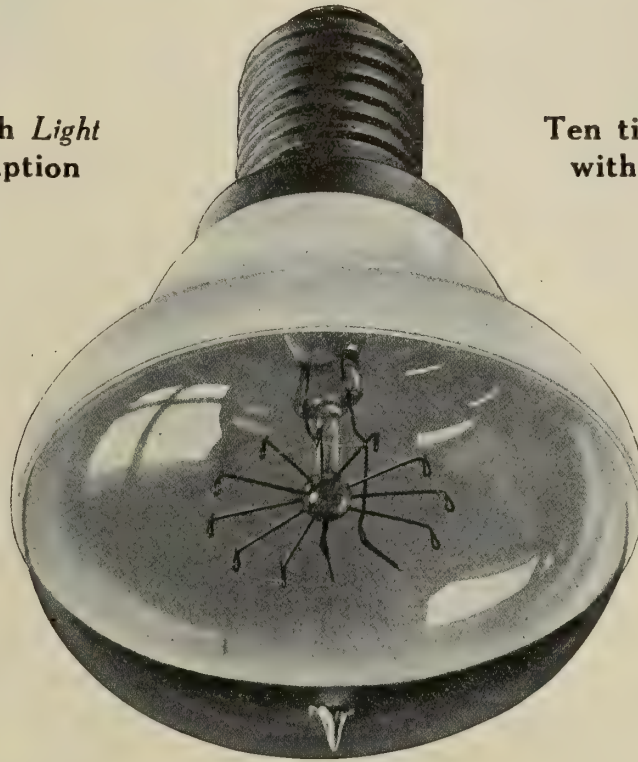


# "CONDOR" LAMPS

## REFLECTOR TYPE

Ten times as much *Light*  
with same consumption  
of Current.

Ten times as much *Profit*  
with same investment  
in stock.



"CONDOR"  
NITROGENS

"CONDOR"  
CARBONS

"CONDOR"  
REFLECTORS

"CONDOR"  
TUNGSTENS

**ORDER NOW AND BE SURE OF EARLY DELIVERY**

### *The Reflector Lamp*

*in the smaller size, 25 watt and up, will give far greater satisfaction than any other lamp made. We have never yet had one complaint regarding them.*

Why not make certain of your supply this year by placing your order now? We will ship in any quantity and at any time you desire. Present prices are favorable to early buying. Write to-day.

SOLE AGENTS:

# BASTERS JACKSON COMPANY

22 College Street, TORONTO, ONTARIO

Western Distributors—HOUSTON & CO., LTD., Cumberland Block, WINNIPEG, MAN.

*If interested, tear out this page and keep with letters to be answered.*





SHEARS

SCISSORS

TINNER SNIPS

RAZORS

RAZOR STROPS

SAFETY RAZOR BLADES

MANICURE IMPLEMENTS

are as good as highest-grade materials and mechanical skill can make them.

They are the logical selection of those who consider value — service-giving quality — before cost.

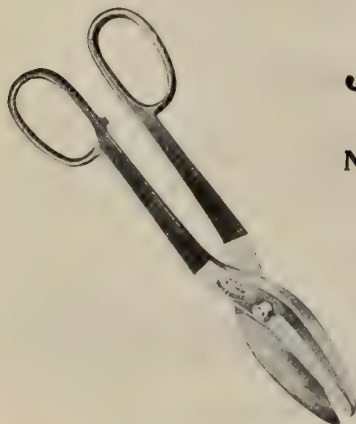
Their absolute guarantee commends them alike to dealer and consumer.

**J. WISS & SONS CO.**

Established 1848

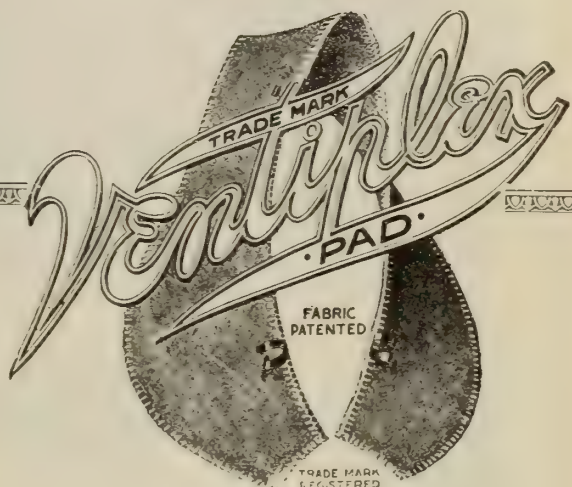
NEWARK, N. J.

U. S. A.





# YOU Can Sell Many of Them



Not a farmer or teamster in your community but needs "Ventiplex" Sweat Pad and other "Ventiplex" Lines—housings, saddle-blankets for example. Here is a line for which there is an absolutely sure demand and in which there is a highly satisfactory profit—a demand and profit which can just as well go to the hardware dealer as the demand and profit which go to him in the sale of other things he sells—nails, paints and hardware.

## Farmers

are your customers every day—and they will buy "Ventiplex" goods from you *if you have them.*

## Teamsters

go to you regularly for oils, dressings, polishes and a dozen other items. They will buy "Ventiplex" goods from you *if you have them.*

Do you know this "Ventiplex" line of ours? Perhaps you have been passing over goods of this character. Our word to you is:—SELL YOUR CUSTOMERS MORE GOODS. They have needs and wants, which sometimes they don't know they possess—UNTIL THEY ARE SHOWN.

Every horseman needs something or other out of your "Ventiplex" line—and he'll be quick to respond to the appeal of our "Ventiplex" Sweat Pads, Housings, Saddle-Blankets.

**"Ventiplex"**  
**SWEAT PADS,  
HOUSINGS AND  
SADDLE-BLANKETS**

Get in touch with us. Send for our catalogue. Drop in on us if you are in Toronto. Ask to have our traveller call on you when he is next in your town or city.

Just a word—"Ventiplex" goods cure and prevent gall sores. This is the reason horsemen buy them.

*Sold by all Wholesale Hardware Houses throughout Canada*

Manufactured by

**Burlington Windsor Blanket Co., Limited**  
Toronto, Canada, and Burlington, Wis., U.S.A.

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# GARDEN TOOLS

Established  
in 1803

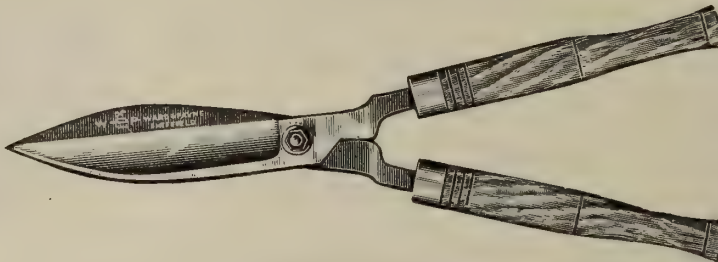
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork



No. 5317—"Ideal" Regd. Rake.



No. 5417—Garden Shears.  
Guaranteed "Fast Handles."



No. 5422—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

**WARD & PAYNE, SHEFFIELD**

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.

ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

OFFICIAL  
AWARD  
RIBBON



PANAMA PACIFIC  
INTERNATIONAL  
EXPOSITION  
SAN FRANCISCO  
1915

*Chas. H. Smith*  
PRESIDENT

*John G. Carter*  
PRESIDENT OF THE SUPERIOR JURY

*John G. Carter*  
DIRECTOR OF EXHIBITS

*Oct. Pemberton*  
SECTY OF THE INTERNATIONAL  
AWARD SYSTEM

**MEDAL  
OF  
HONOR**  
DEPARTMENT OF  
MANUFACTURES AND  
VARIED INDUSTRIES

*Charles H. Smith*  
CHIEF

## TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG  
NO. 55.

**TRIMONT  
MFG. CO.**

55-71 Amory Street  
Roxbury, Mass.  
U.S.A.



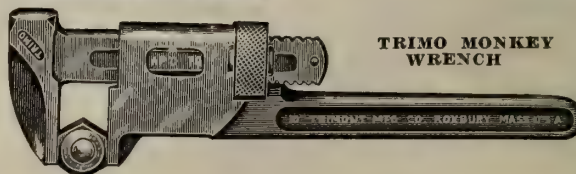
TRIMO PIPE WRENCH  
WOOD HANDLE



TRIMO PIPE WRENCH  
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY  
WRENCH



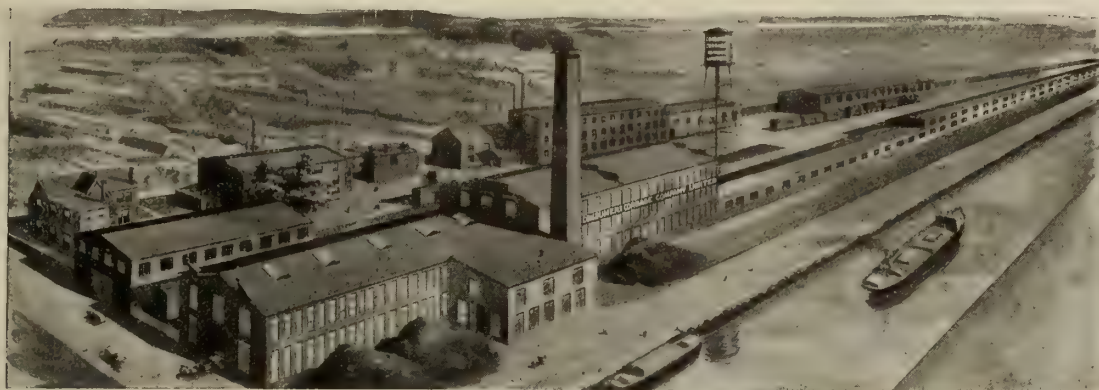
TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If any advertisement interests you, tear it out now and place with letters to be answered.





MONTREAL MILLS, OPERATED SINCE 1825

# LION BRAND CORDAGE

## *MADE IN CANADA*

The man who orders  
LION BRAND Cordage  
obtains satisfaction.

The man who buys  
LION BRAND Cordage  
keeps his money in Canada.

The man who sells  
LION BRAND Cordage  
does both.

### CONSUMERS CORDAGE COMPANY, LIMITED

AGENTS AND STOCKS AT

HALIFAX

ST. JOHN, N.B.

MONTREAL

TORONTO

JAMES BISSET & CO., QUEBEC

MACGOWAN & CO., VANCOUVER

TEES & PERSSE, LIMITED, WINNIPEG

REGINA

SASKATOON

MOOSE JAW

CALGARY

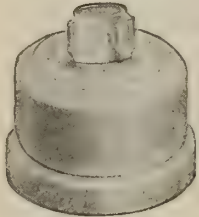
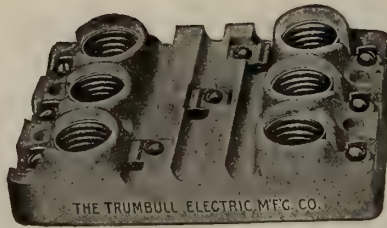
EDMONTON



DARTMOUTH MILLS, OPERATED SINCE 1866

*If any advertisement interests you, tear it out now and place with letters to be answered.*





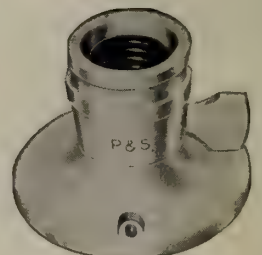
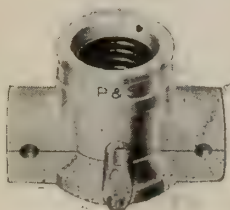
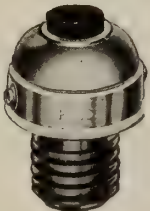
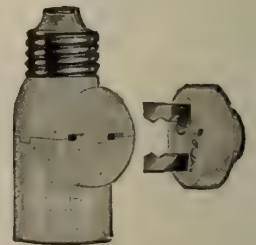
*We Have Everything for Your*  
**ELECTRICAL  
 DEPARTMENT**



BELLS  
 BATTERIES  
 CLEATS  
 CONDUIT  
 CORD  
 CUTOUTS  
 FLASHLIGHTS  
 FUSES  
 HOLDERS  
 IRONS  
 LAMPS  
 LOOM  
 PLUGS  
 RECEPTACLES  
 SHADES  
 SOCKETS  
 SWITCHES  
 TUBES  
 WIRE  
 ETC.

SEND FOR CATALOGUE

**FACTORY PRODUCTS, LIMITED**  
 TORONTO



*If interested, tear out this page and keep with letters to be answered.*



# Quality Roofing

## Good Luck

Tarred and Dry  
Fibre

## Dominion Brand

Tarred Felt  
Coal Tar and  
Pitch

## Shield Brand

Tarred and Dry  
Sheathing

## R-O-O-F-I-N-G

We'd like you to ponder over that word. The big question for you should be:

### *What Should My Customers Use?*

What is best for him to buy is, in the long run, best for you to sell. Not the nearest dollar, but the many dollars that lie beyond that nearest one—this is the thing to reach out for.

And this is why we urge you to give the weight of your influence and selling effort to

### *Our Line of Roofing*

A quality product, and therefore a continuous profit-maker.

**J. H. McCOMB**  
**Limited**

**MONTREAL, P.Q., CANADA**

## Shield Brand

Ready Roofing  
2 and 3 Ply

## Black Cat

Tarred and Dry  
Sulphate

## Rubber Roofings

Black Cat  
Good Luck  
McComb's  
Special  
1, 2 and 3 Ply



## NOTICE TO BUYERS

We consider it advisable to place orders  
now for your fall and winter supply of

# SIMONDS CRESCENT GROUND CROSS-CUT SAWS AND HAND SAWS

both as a protection against changes in price  
and to insure a supply being held for you.

**SIMONDS CANADA SAW CO., LIMITED**

St. Remi St. and Acorn Ave., MONTREAL, QUE.

Vancouver, B.C.

St. John, N.B.

# GOOD GARDEN HOSE

“Made in Canada” by

**Gutta Percha & Rubber, Limited**

TORONTO

HALIFAX

MONTREAL

OTTAWA

FORT WILLIAM

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

VANCOUVER

*If interested, tear out this page and keep with letters to be answered.*



# Canadian Tube & Iron Co., Limited

*Manufacturers of*

## BOLTS and NUTS

Carriage Bolts,  
Coach and  
Lag Screws,  
Tire Bolts,  
Machine Bolts,  
Sleigh Shoe  
Bolts,

Plow Bolts,  
Track Bolts,  
Square Nuts,  
Hexagon Nuts,  
Boiler Rivets,  
Tinnern  
Rivets, Etc.

## WROUGHT PIPE

Black and Galvanized, sizes  $\frac{1}{8}$  in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also Manufacture

## NIPPLES and COUPLINGS

Black and Galvanized, in all sizes.

**Works: Lachine Canal, Montreal**

*Selling Agents for*

**Canadian Rolling Mills  
Co., Limited**

Works: Lachine Canal, Montreal

— MANUFACTURERS OF —

## Bar Iron and Steel

IN ROUNDS, FLATS  
AND SQUARES

ALSO

**Twisted Steel Bars  
FOR  
Reinforcing**

*Selling Agents for*

**Colonial Wire Mfg. Co.,  
Limited**

Works: Lachine Canal, Montreal

— MANUFACTURERS OF —

## SMOOTH STEEL WIRES

Bright, Annealed, Oiled and Annealed.  
Coppered, and Coppered Spring.

TINNED MATTRESS WIRE  
BROOM WIRE FINE WIRES  
(Plain and Galvanized)

FENCE STAPLES  
WIRE NAILS  
WOOD SCREWS

PUMP RODS  
(Plain and Galvanized)

**TRADE**

**MARK**





## GALVANIZED Steel Sheets

Ask Your Jobber.

Specify "PREMIER"  
for Formed Products

### The Sheet of a Thousand Friends

#### BEFORE THE WAR—

Many brands of Galvanized Sheets  
were imported—good—fair—bad,  
as to quality and condition.  
None were made in Canada.

#### DURING THE WAR—

Some U.S. mills seem disposed to  
give Canadian Trade second place  
both as to quality and delivery—  
practically no imports from abroad.

#### "PREMIER'S" OPPORTUNITY

This was our great chance to de-  
velop a permanent trade.  
We know the business from A to  
Z.

We know Canadian conditions.  
Our plant is the most modern.  
Our organization practical and effi-  
cient.

#### TEN THOUSAND TONS—

of "PREMIER" — MADE-IN-  
CANADA — GALVANIZED  
SHEETS have been shipped from  
our plant to Canadian customers,  
and not one complaint as to qual-  
ity.

Your jobber sells them.  
Most manufacturers use them.



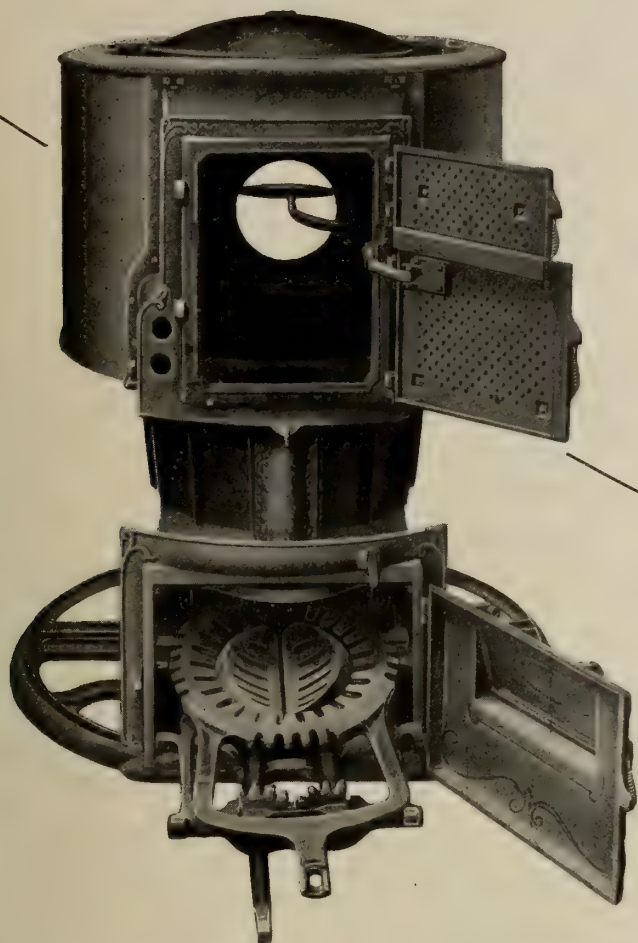
**Dominion Sheet  
Metal Company,**

LIMITED

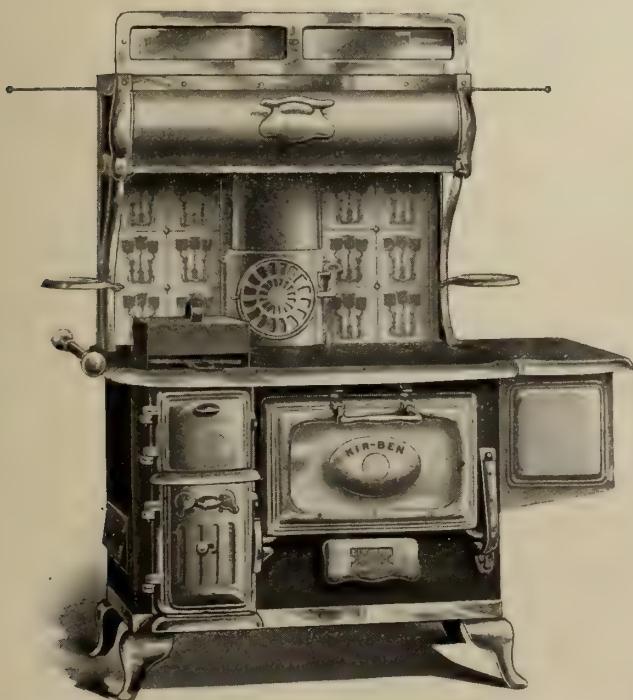
HAMILTON,

CANADA





**KIR-BEN WARM AIR FURNACE**



**KIR-BEN STANDARD STEEL RANGE**



*Distinctive alike in  
Design and Quality*

In the manufacture of Kir-Ben products every care is taken to ensure high grade goods.

Kir-Ben sales are easily made and customers are permanently satisfied.

Illustrated catalogs and prices on request.

**Kir-Ben Lines  
include the following:**

**Kir-Ben Furnaces**

For Coal and Wood

**Iron Duke Furnaces**

For Coal and Wood

**Royal Furnaces**

For Coal and Wood

**Kir-Ben Wood Furnaces**

For Wood only

**Kir-Ben Registers**

**Kir-Ben Cast Iron Rangers**

**Kir-Ben Steel Ranges**

*See Kir-Ben Exhibit at the  
Toronto Fair.*

**KIR-BEN LIMITED**  
ALMONTE, ONTARIO

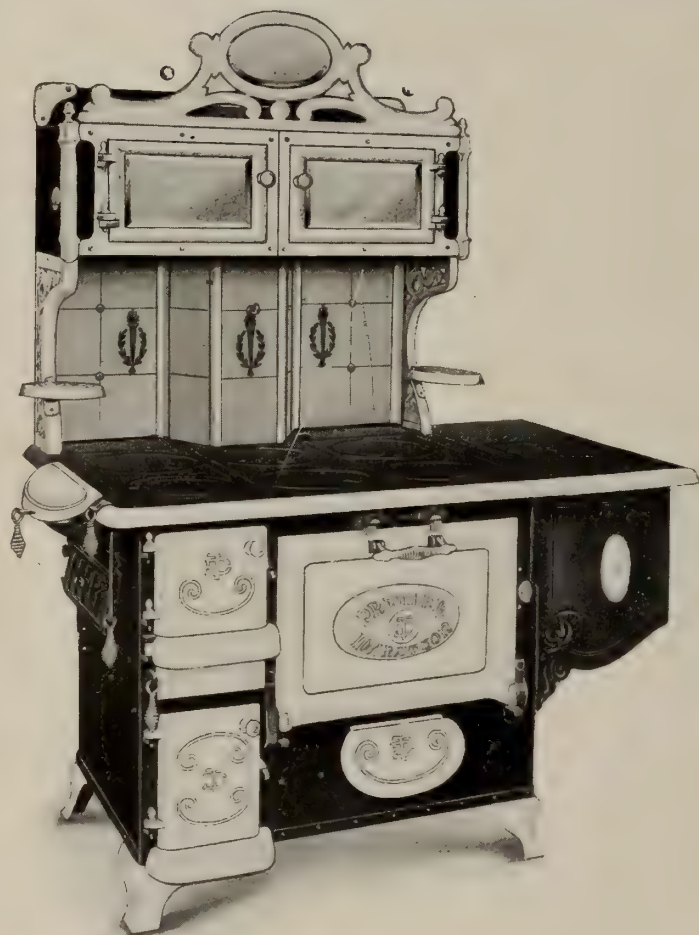
**Kir-Ben Agency  
is the Best**

*If interested, tear out this page and keep with letters to be answered.*



# DAVIDSON'S PREMIER RANGES

## CANADA'S FOREMOST



**THE PREMIER MARATHON**  
The Range that has stood the test of time

*The Premier Marathon*

*The Premier Cordova*

*The Premier Leader*

*The Premier Royal*

*The Premier Chieftain*

There is a Premier Range to meet every requirement. We are again giving stove dealers and the general public an opportunity to inspect our extensive line, as we will have a very attractive display of Premier Ranges at Toronto and Ottawa Exhibitions. Many dealers expressed their appreciation of our splendid exhibits last year, and we again extend a cordial invitation to all to call on us this year. Furthermore, we trust we may have your co-operation and that you will invite your customers to call on us.

The Premier Marathon is all that is best in a Steel Range. The body is made of extra heavy polished steel. The cast-iron top is very heavy, with the centres and covers ribbed, making them practically indestructible.

The oven is perfect. The cast-iron braces prevent all buckling.

The fire-box is absolutely correct in its proportions. The grates and linings are heavy and made to last. The duplex drafts give draft to both ends of the fire-box.

Note the very attractive high closet illustrated above. This is our Persian. We can also supply Steel High Closet or High Shelf for the Marathon.

**The Thos. Davidson Mfg. Co., Limited**  
TORONTO MONTREAL WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*



# The Premier Leader

## Canada's Popular-Priced Range



THE PREMIER LEADER

Wide awake stove dealers know that in order to sell a range to a certain class of trade, the price must be moderate and at the same time a first-class article.

The Premier Leader is the Range to meet that demand. The price of the Leader is exceptionally moderate, yet the quality is there. The Leader has been a sales booster for many. Why not you?

It is made in three sizes and can be supplied square or with Reservoir. The Reservoir, as shown in illustration, is interchangeable, that is, it can be attached to either the left or the right end. The only extra part required is the nicked top band. With the left end Reservoir a good supply of hot water can always be had.

The body is made of heavy steel. The top is heavy cast-iron with ringed covers and centres.

The fire-box is large. The grates and linings heavy and substantial. Special wood linings can be supplied if desired.

Persian Closet, High Closet or Top Shelf can be fitted to this Range.

Write for our new illustrated Stove Catalogue. It will be off the press in a couple of weeks and will be found a great aid to the dealer in making stove sales.

## The Thos. Davidson Mfg. Co., Limited

TORONTO

MONTREAL

WINNIPEG

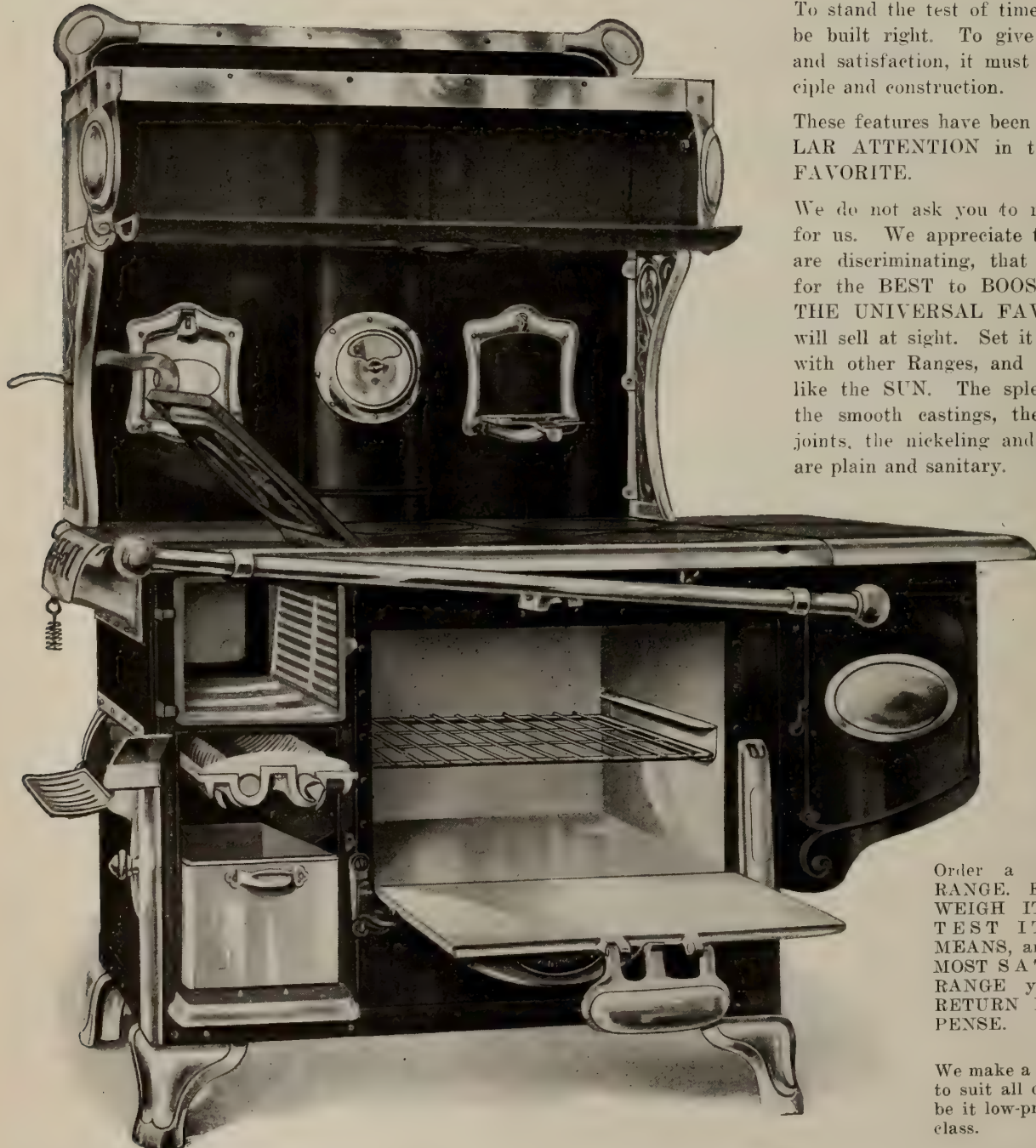
*If interested, tear out this page and keep with letters to be answered.*



# Appearance—Long Service—Convenience

The idea carried out at every step  
in the manufacture of

## Universal Favorite Range



To stand the test of time a RANGE must be built right. To give constant service and satisfaction, it must be right in principle and construction.

These features have been given PARTICULAR ATTENTION in the UNIVERSAL FAVORITE.

We do not ask you to make experiments for us. We appreciate the fact that you are discriminating, that you are looking for the BEST to BOOST your business. THE UNIVERSAL FAVORITE RANGE will sell at sight. Set it up in your store with other Ranges, and it will stand out like the SUN. The splendid appearance, the smooth castings, the perfectly fitted joints, the nickeling and decorative parts are plain and sanitary.

Order a sample of this RANGE. EXAMINE IT, WEIGH IT, MEASURE IT, TEST IT BY EVERY MEANS, and if it is not the MOST SATISFACTORY RANGE you ever handled, RETURN IT AT OUR EXPENSE.

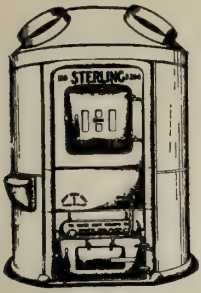
We make a STOVE or RANGE to suit all conditions of trade, be it low-priced or the highest class.

**FINDLAY BROS. CO., LIMITED,** CARLETON PLACE, ONT.  
AND WINNIPEG

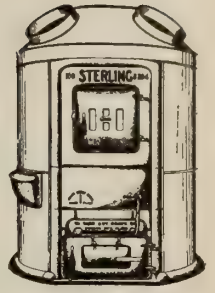
REVILLON WHOLESALE, LIMITED, EDMONTON. Wholesale Jobbers for Alberta

*If interested, tear out this page and keep with letters to be answered.*





# STERLING FURNACE



CARLETON PLACE

WINNIPEG

## The "Differentest" Furnace in Canada

A man may look very much like William Shakespeare **on the outside**, but he may not have William's brain or wisdom. **It is what's inside that counts.**

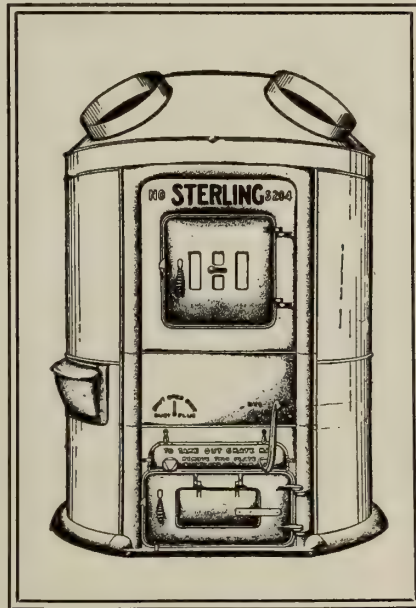
This Sterling Furnace may not show much "difference" in its exterior, but when you investigate its **brain**, so to speak, it is the "differentest" furnace in Canada—and the best.

**Y**OU have known us for a long time as makers of stoves, heaters and ranges. And a good many of you have asked us why we didn't make furnaces. And we replied: "There are furnace-makers enough in Canada making pretty good or fair-to-middling furnaces. We want to make furnaces, but until we can make a furnace fit to go in the same class with our 'Favorite' Stoves, we'll make none."

We possessed our soul in patience. We allowed a good many to get a head-start. But all the time we were at work on the problem of the furnace—to make the **best** one; one so much the best that it would put to the blush any other furnace with courage to submit to the test of comparison.

The Modern Sterling Furnace is the application of fundamental scientific principles applied to furnace construction. Every square inch of the Sterling Furnace has a definite purpose carefully thought out to make it the **best, the most efficient and economical** Heater on the market.

We had to find a Heater better than the common kind and **we've found it.**



**L**ISTEN: This **STERLING FURNACE** of ours is *positively* the only furnace having a **HEAT-RETAINING APRON**. This Heat-Retaining Apron alone increases its heating capacity by *one-third*, because—

1st. It intercepts the heat that would otherwise be wasted into the cellar, and holds it inside the furnace until the passing air can absorb it.

2nd. It increases the length of the Air-Chamber, thus preventing the over-heating of the air and permitting the passage of the largest possible volume of air.

It has an **Air-Passing Capacity** equal to its **Air-Warming Capacity**.

What is the use of burning coal and producing heat if you do not send that heat into your rooms. The **STERLING FURNACE** sends it into your rooms.

### Guaranteed When Installed

You can guarantee to your customer definitely stated **results**, this in **writing**, with the **Sterling Furnace**. Is there another furnace made or that you know of which is guaranteed **definitely, in writing**, to give a determined amount of heat? Read this advertisement all over again.

Every Sterling Furnace is given a guarantee rating **IN TERMS OF STERLING HEAT UNITS**.

This means that the heating power of a Sterling Furnace is a **DEFINITELY KNOWN AND STATED QUANTITY**, and this heating power is **POSITIVELY GUARANTEED IN WRITING**.

It means that when the heating needs of a house or other structure are calculated, in terms of **STERLING HEAT UNITS**, a **STERLING FURNACE** of equivalent heating capacity will thoroughly heat this building. No doubt about it. The result is guaranteed **IN WRITING**.

This is surely the furnace every dealer wants to sell. Certainly it is the furnace the public want to buy. *We have the goods.* We'll prove it by any test you care to submit.

Send for the booklet which tells the story of the Sterling fully. And ask us what our proposals to agents are.

# Findlay Bros. Company, Ltd.

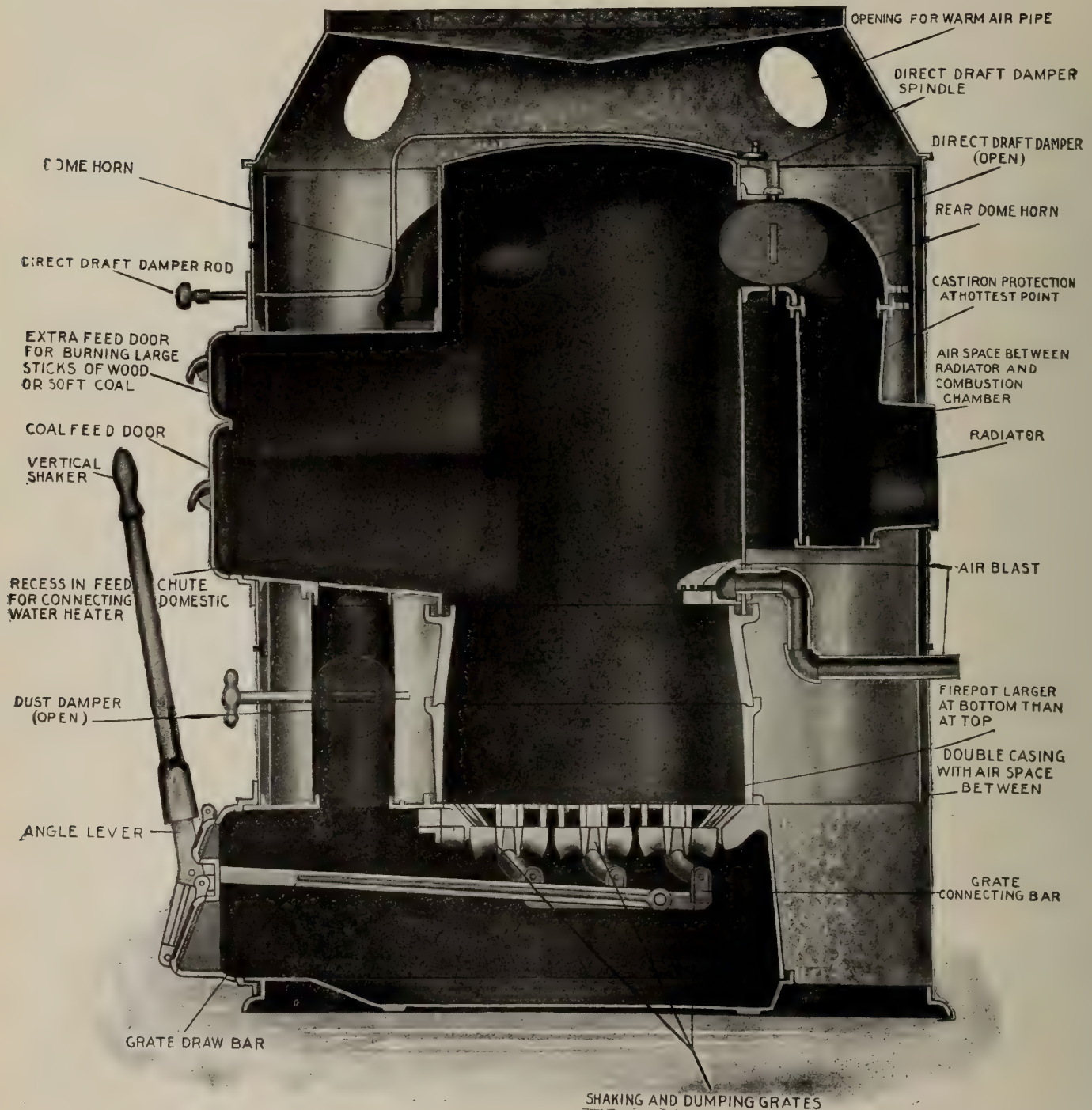
Carleton Place, Ont. Winnipeg, Man.

*If interested, tear out this page and keep with letters to be answered.*



# Pease "ECONOMY"

## WARM AIR FURNACES



Sectional View of "Economy" Furnace from front to back.  
Note all the points specially marked.

*If interested, tear out this page and keep with letters to be answered.*



# A Few Good Reasons

**Why the Pease "ECONOMY" Furnace (see cut on opposite page)  
has had the reputation for 35 years of being**

## The Standard By Which All Others Are Judged

1 One-piece Ashpit	— No Dust
2 Shaking and Dumping Grates	— No Clinkers
3 Vertical Shaker	— No Stooping
4 Straight Walled Firepot	— No Ash Clogging
5 Large Grate Surface	} — No Waste of Coal or Gases
6 Large Combustion Chamber	
7 Hot Air Blast	
8 Copper-bearing Steel Radiator	— No Premature Wearing Out
9 Provision for Domestic Water Heater	— No Drilling Required
10 Large Double Feed Doors	— No Difficulty in Firing
11 Perfect-fitting Castings	— No Trouble Erecting
12 Large Diameter Casings	— No Parched Air
13 Double Casings	— No Heat in Cellars
14 Conservative Ratings	— No Come Back from Customers

**The "Brampton" is a high-grade furnace  
at a low price and will undoubtedly  
appeal to a great many of your customers.**

It will pay you to investigate.  
Write to-day for trade prices on the "Economy" and "Brampton" Furnaces.

## PEASE FOUNDRY COMPANY, LIMITED.

**Head Office: TORONTO**

**Works: BRAMPTON**

**Branches:**

**Winnipeg**

**Vancouver**

**Hamilton**

*If interested, tear out this page and keep with letters to be answered.*



# A FURNACE

**That can be installed complete in half a day—That solves your labor problems.**

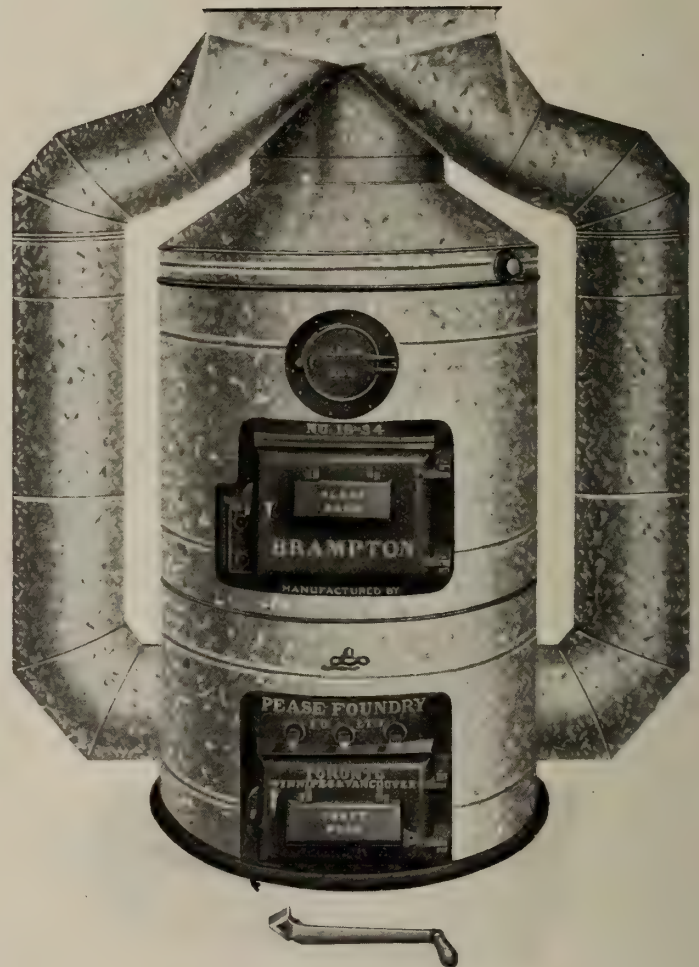
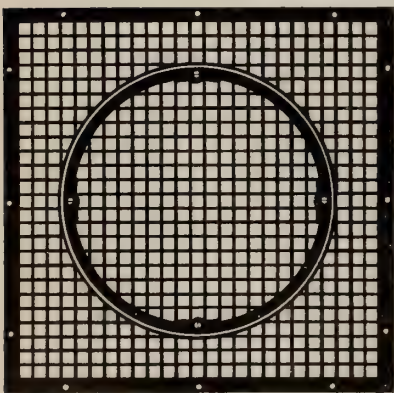
We are manufacturing this new type of furnace complete. Shipped ready for setting up. No pipes for you to make.

Any handy man can install it.

Only tools necessary—hammer—saw—screw-driver—monkey wrench.

It is the most ideal low-priced heating system for rural schools, churches, bungalows, farm houses, etc.

*Write at once for full information.*



**PEASE FOUNDRY COMPANY,**  
LIMITED.

118 King St. East, TORONTO, Canada

*If interested, tear out this page and keep with letters to be answered.*



CLARE BROS. & CO., Limited

# Lighter Day High Oven Coal Range

There is more real selling punch in this range than in any range ever placed on the market.

Women demand modern kitchen equipment.

And here is real kitchen reform.

The handy-height oven appeals at once to every woman. It saves her back on baking days. If she is in the market for a good range she chooses the Lighter Day every time. When she sees the conveniences of this wonderful range she wants it.

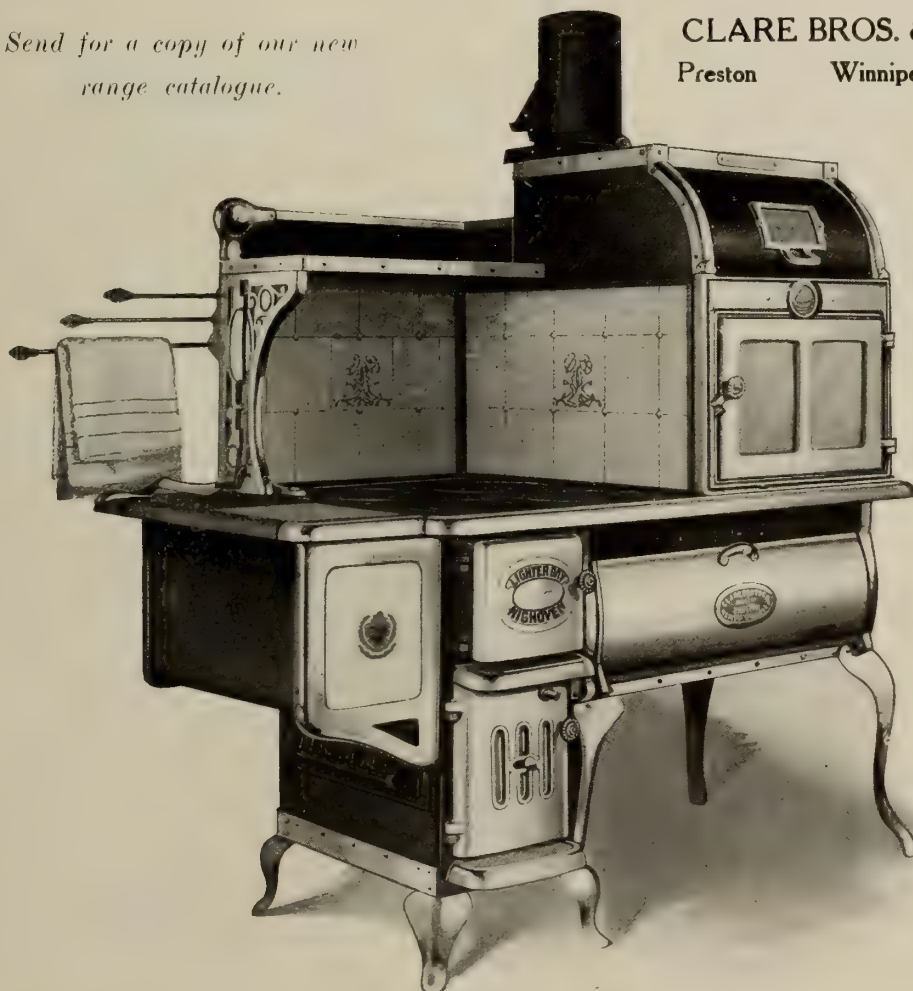
What is the result?

Perhaps you know it. Ever since this range has been on the market we have been hard put to keep up with orders.

We are advertising this range to over a million women. If you are not in a position to supply your customers, they are going to look for it at your competitors' stores.

*Send for a copy of our new  
range catalogue.*

CLARE BROS. & CO., Limited  
Preston      Winnipeg      Vancouver



*If interested, tear out this page and keep with letters to be answered.*



CLARE BROS. & CO., Limited

# Dreadnaught

## HOT-BLAST OAK STOVE

For Soft Coal, Hard Coal, or Wood

A perfect burner for Soft Coal. This is one of several fine new heaters shown in our Special Heater Catalogue just off the press. The Dreadnaught has a hot-blast ring entirely encircling the fire pot. Cold air is drawn in through a damper in the Firing Door. It is carried in a hollow ring completely around the top of the fire pot. When superheated it is sprayed over the burning coal completely consuming the gas and smoke.

Note specially the strong selling features of this oak stove. It has the appearance that attracts good buyers, yet the price is moderate. The door is large, the trimmings of durable attractive nickel. The body is of high-grade range steel carrying a bright, easily cleaned surface.

No.	Height with Urn	Diameter of Body	Weight	Firing Door	Code
114	53 inches	14 inches	135 lbs.	8 $\frac{1}{4}$ x11 $\frac{1}{2}$	Leno
116	56 inches	16 inches	170 lbs.	8 $\frac{1}{4}$ x12 $\frac{1}{2}$	Leno

Grates, Bar and Shaker type. Wood grates may be ordered with No. 116.

Clare Bros. & Co., Limited  
PRESTON, WINNIPEG, VANCOUVER

### New Heater Catalogue

A fine, well illustrated book of good sellers. Heaters only are shown in this catalogue. It is a handy size and should prove a good help in securing orders from your customers.



*If interested, tear out this page and keep with letters to be answered.*



CLARE BROS. & CO., Limited

# Hecla

## Mellow Air FURNACE

You will make the most money out of the heating business if you install trouble-proof systems. You will build up a successful business if you keep an eye to your customers' interests.

Once you install a Hecla Furnace you can forget it. You will never be called on to stop up leaky radiators. The Fused Joints in the Hecla are guaranteed proof against leaks of gas and dust. You will never have to replace the fire-pot. We guarantee it for five years. How much longer it will last we don't know. The first one has yet to burn out.

Your customers will begin to talk about the small coal bills they have. Hecla Furnaces save easily one ton of coal in seven. The Steel-ribbed

Fire-pot is the greatest coal-saving feature ever produced.

You can call on us for help in planning, estimating, etc. We will supply blue prints and specifications free. And we will guarantee satisfaction on every job installed according to our plans.



CLARE BROS. &  
CO., Limited

Preston                      Winnipeg  
Vancouver

### Heating Catalogues

Write for special Warm Air Furnace Catalogue, and Descriptive Catalogue of our Hydro Thermic Steel Radiators.

*If interested, tear out this page and keep with letters to be answered.*

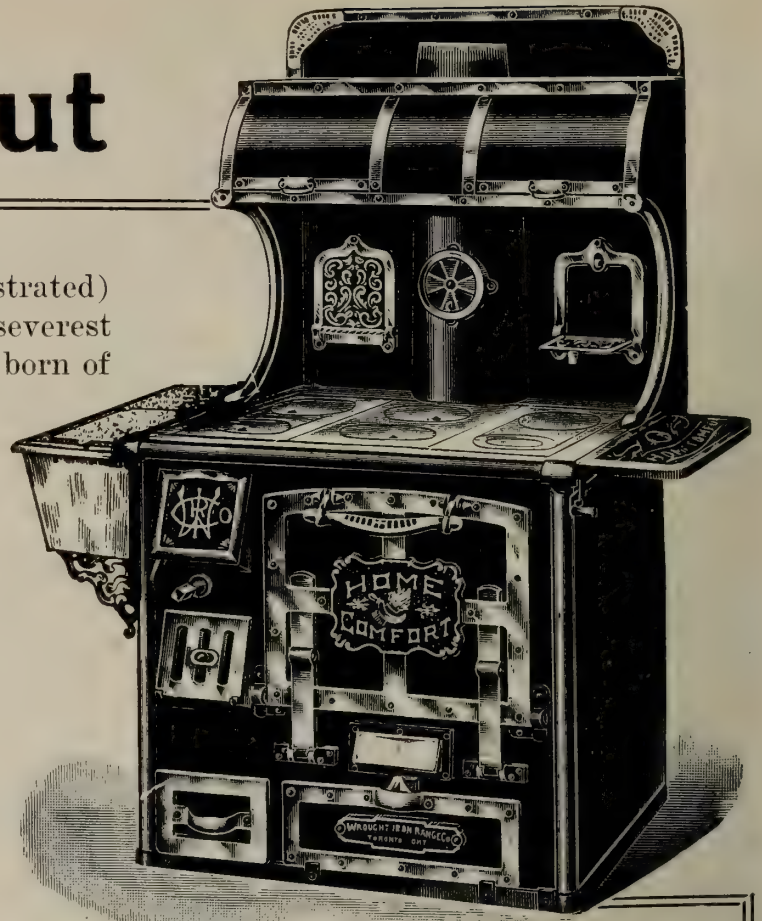


# Stands Out

**T**HIS outstanding steel range (as illustrated) has won its way to the top in the severest kind of competition. It is literally born of fire—actual fire and the fires of criticism and competition. Originally sold direct to the consumer for

## Twenty Years and More

we were face to face with the actual consumer—the woman with a vast experience of stoves — their good points and bad points, and their positive requirements. We went to school — **Women**—and learned a great deal that could not and cannot be learned in any lesser or easier way. And all that we learned we have put into the



# "HOME COMFORT" RANGE

The old policy of going direct to the consumer was abandoned two years ago, and we are now selling through the hardware dealers. But we want to say to hardware men that the Home Comfort Range is thoroughly well known all over Canada and in particular Eastern Canada, and *has a great reputation*. It is a range so well introduced and so greatly esteemed that it *sells readily*. Doubtless there are many "Home Comforts" in your own vicinity. All told there are over

**50,000 Now In Use.**

We wonder if there is another range made and sold in Canada with a record like ours.

We seek agents everywhere and invite correspondence. Most surely the agency for the "Home Comfort" is one to be prized.

*Write for our catalogue and proposal. We help our agents to find buyers.*

## Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West

Toronto

Factory: 22 Orillia Street

### Construction:

**MATERIAL:** Best quality of open hearth, close annealed cold rolled steel, and trimmed with the best quality of soft annealed malleable iron.

**BODY:** Sixteen Gauge in one piece.

**OVEN:** Fourteen gauge with twelve gauge bottoms heavily braced with malleable iron to make warping impossible.

**FIRE-BOX** is lined throughout with heavy grey iron castings, having projections that retain the fine ashes and thereby increase the extraordinary enduring qualities of these linings.

**GRATES:** Heavy duplex pattern. They need only be reversed for burning wood.

**WARMING CLOSET:** Made of highly polished steel with double rolling doors, which may be left open at any time without inconvenience.

**TANK:** Sixteen oz. copper contact, heater adjustable on front of range.

**NICKEL PLATING:** Very best quality obtainable and made plain and easy to keep clean, the whole making a highly ornamental effect.

**GUARANTEE:** The working qualities of the range are fully guaranteed under reasonable draft.

*If interested, tear out this page and keep with letters to be answered.*



# ST. LAWRENCE STEEL RANGE

**H**ERE'S a beauty; and "handsome is as handsome does." This St. Lawrence range surely "does." You can commend it to customers in the most positive way. Here are its features and good points:

Bodies made of best quality polished steel sheets. Parts coming in contact with fire protected with heavy asbestos millboard. Oven of good size. Heat circulates round and against oven linings; oven door can be readily removed.

Grates genuine revolving pattern, and removable by simply turning a button. Fire

box ends, fronts and backs interchangeable. Wood grate supplied if required; linings cast iron.

Tops made in sections for interchanging; nicked parts all loose and easily removable.

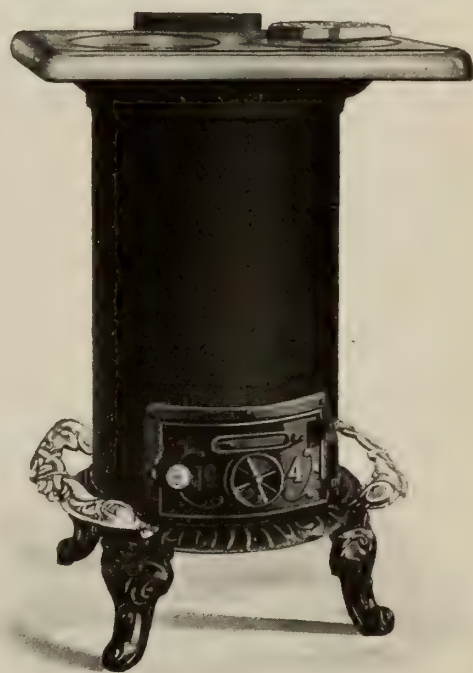
High closet, good size, and fitted with drop door. Dampers easily operated.

Thermometer supplied if desired.

Special features:

All loose nickel trimmings. Front hinged lift top. Large Ash-pan.

Send for detailed specifications.



## TORTOISE HEATER

Another fine line and ready seller. Made as illustrated, and with oven, in various sizes and models. Drums are of polished steel.

Two-hole heaters and cooking stoves, with ovens, are great favorites wherever introduced.

SMART-made ranges and heaters are known everywhere in Canada, and are greatly esteemed.

This fact helps you greatly in making sales. Also we are ready to give you fine support in getting our ranges and heaters better known in your community.

Send for special printed matter.

**The James Smart Mfg. Co., Limited**  
BROCKVILLE, ONT. WINNIPEG, MAN.



*If interested, tear out this page and keep with letters to be answered.*



# MAPLE LEAF STOVES & RANGES

## We Co-operate in Boosting Your Sales

Modern conditions and influences make selling assistance from the Manufacturer imperatively necessary. Our sales letters and illustrated literature mailed direct to your live prospects give you prestige and exert the mighty influence which blights the hope of your opposition and boosts your business.

**NO TIME TO BE LOST.  
SEND IN YOUR LISTS.**

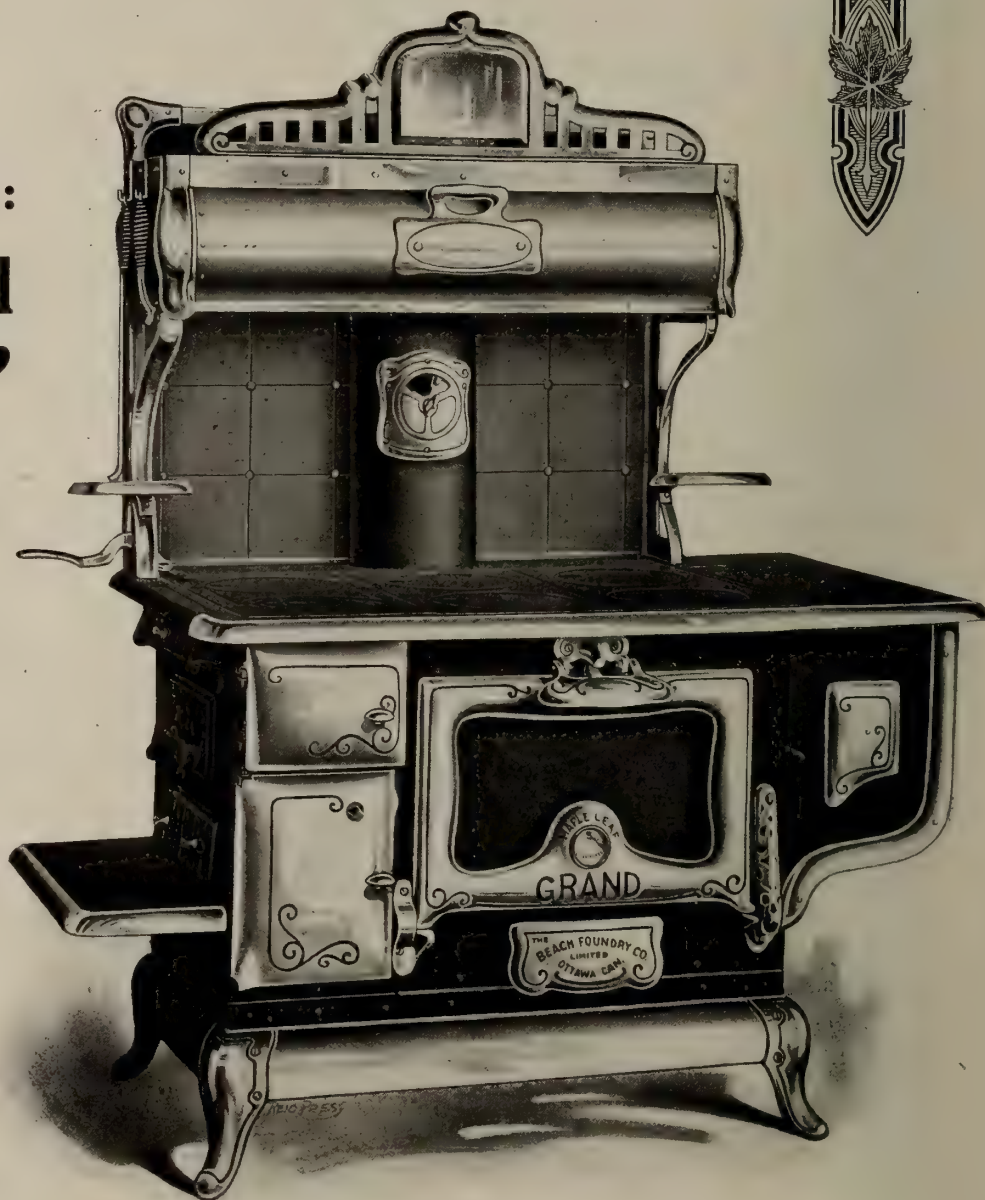
### One of our Leaders: The Imperial "GRAND"

One hundred useful features incorporated.

No Range furnishes a greater variety of exclusive talking points.

Our New Catalogue illustrates a splendid choice in Ranges, Stoves, Heaters and Furnaces for your trade.

Honest values guarantee genuine satisfaction. Every purchaser becomes a fresh selling power.

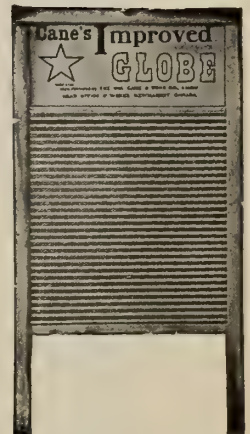
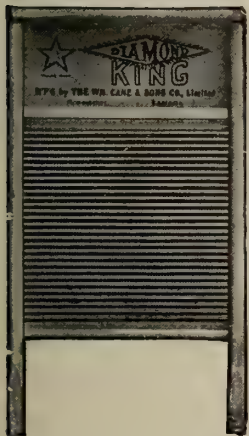
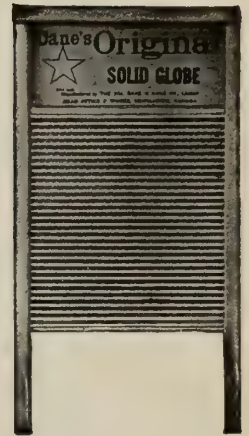
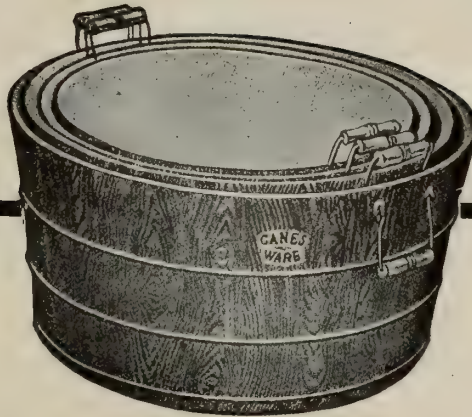


# The Beach Foundry Co., Limited

## OTTAWA, CANADA

*If interested, tear out this page and keep with letters to be answered.*





## The open road to all-year-round business

Every hardware store in Canada gets continued call for woodenware, or lines which woodenware can most satisfactorily replace as more economical and more serviceable.

## CANE'S WOODENWARE

pushed to the fore and kept well displayed will give good all-year-round profitable business. Every home in Canada can use woodenware every day of the year.

Why not sell the most satisfactory lines you can invest in?—Cane's. Our facilities enable us to produce quality goods at quantity prices.

**The Wm. Cane & Sons Company, Ltd.**

Newmarket, Ont.

### ORDER FROM YOUR JOBBER.

Here are a few lines we make—Wooden pails, wooden wash tubs, wash-boards of all kinds, bake boards, mops, bread plates, egg crates, clothes pins, butter moulds, etc., etc.



*If interested, tear out this page and keep with letters to be answered.*





**CARBONOX**  
—Carbon Remover. Loosens the carbon and it is blown out through the exhaust. Retail price, 75c.

**NORWESCO GRAPHITE COATING**  
—A rust preventive for rims and springs. Dries in 3 minutes. Retail price, 40c.

**PIONEER VALVE GRINDING COMPOUND**

Highest grade abrasive material known. This shows the popular double end box containing coarse and medium. Retail price, 25c.

**PIONEER RIM AND GASKET SHELLAC**

For painting gaskets to give a perfect union and cementing bicycle tires to rims. Retail price, half pint, 25c.

**PIONEER CLUTCH & BRAKE COMPOUND**  
—Restores clutch and brake facings, giving them their original grip. Retail price, 30c.

**NORWESCO SPRING LEAF COMPOUND**  
—Removes the squeak. Lengthens life of spring. Retail price, 25c.

**BRASS KOTE**  
—Air Drying Enamel for re-finishing brass parts. Pint cans, 60c. Half pints, 35c.

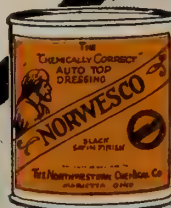
**NEVER BURN**  
—Engine Enamel. Heat of engine bakes it on. Won't crack or burn off. Pint cans, 60c. Half pints, 35c.

**NORWESCO LEATHER TOP DRESSING**  
—Produces a water proof elastic finish. Flat tone. Quart cans, \$1.00. Pints, 60c.

**NORWESCO AUTO TOP AND LINING DYE**  
—Dyes over dirt and grease spots. Pin cans, 40c.

**NORWESCO UPHOLSTERY DRESSING**  
—One coat, quick drying dressing in gloss black. Won't crack. Pint cans 50c.

**NORWESCO MOHAIR DRESSING**  
—Waterproofs and dyes at same time. Quart 90c. Pint, 50c.



First in this  
corking "Chemically  
Correct" line of Auto-  
mobile Accessories is

## SE-MENT-OL

The original self-acting radiator cement.

A tried-and-true product that motorists are demanding because of its merit and because of our advertising.

Se-Ment-Ol, "Finds the Leak and Fixes It." No tedious tinkering with torch and solder. Pour it in. It dissolves in the water. In passing thru the leak the cool air congeals it into a cement that closes the leak. Drain and refill radiator and the trick is done. Time 15 minutes.

Displayed on this page are some other products that are just as meritorious, each in its class, as SE-MENT-OL.

There's a good profit in this line for dealers and the goods are top-notch in every particular. Get in touch with your jobber at once or write us for the "Chemically Correct" Catalog.

MANUFACTURED BY

**The Northwestern Chemical Co.**

Marietta, Ohio, U. S. A.





54 ERIE AVENUE

TELEPHONE 68

**G. H. CLARK & CO.**

DEALERS IN—

**GENERAL HARDWARE**

FACTORY, CONTRACTORS AND BUILDERS' SUPPLIES, STOVES

RANGES, GLASS, PAINTS, OILS, AND  
HOUSEFURNISHINGS

AGENTS FOR  
FAIRBANKS VALVES,  
PULLEYS, HANGERS AND  
REEVES WOOD SPLIT PULLEYS

NIAGARA FALLS, Feb. 10th, 1914.  
CANADA

S. F. Bowser & Co., Inc.,

W. R. Hance, Manager,  
Toronto, Ontario.

Dear Sir:—

Your favor of the 7th. to hand and contents carefully noted, and in reply beg to advise that the "Bowser" Auto Filling station is the best paying proposition I have. Furthermore, I have sold more oil, such as Polarine, Cylinder, etc. than I have in five years previous. I might say at this time from April 1st 1913 to Dec. 31st. 1913, I sold 11,000 gallons of gasoline, and that is more than I have sold in my 28 years in the hardware business.

Yours truly,

*W. R. Hance*  
Manager.

HCP.DJR.

—and what Clark did  
you can do with the

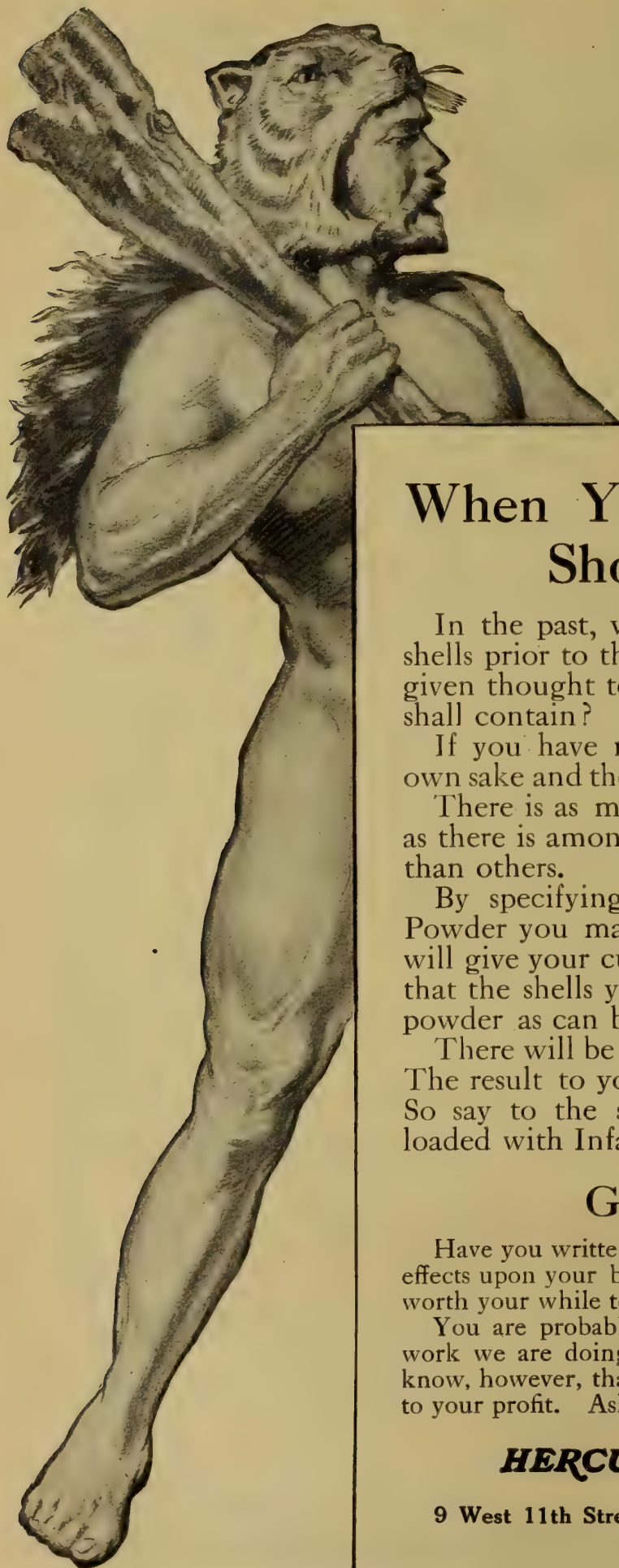
# **BOWSER** Red Sentry ESTABLISHED 1885 **GASOLENE PUMP**

Known and looked for everywhere by auto drivers; a great trade getter for the hardware store; accurate and reliable; standard the world over.

**S. F. BOWSER & CO., 66-68 Fraser Ave., TORONTO**  
Sales Offices in All Principal Centres of the World

If interested, tear out this page and keep with letters to be answered.





## When You Order Loaded Shotgun Shells

In the past, when ordering loaded shotgun shells prior to the hunting season, have you ever given thought to the powder which those shells shall contain?

If you have not we ask you now, for your own sake and the sake of your customers, to do so.

There is as much difference among powders as there is among guns. Some give better results than others.

By specifying Infallible Smokeless Shotgun Powder you make sure of two things—that you will give your customers satisfactory service and that the shells you sell are loaded with as good powder as can be made.

There will be no additional cost in the shells. The result to your trade will be very different. So say to the salesman, "I want those shells loaded with Infallible."

## Game Farming

Have you written us yet about game farming and its effects upon your business? If you have not it will be worth your while to drop us a line.

You are probably familiar in a general way with the work we are doing in this connection. You may not know, however, that you can tie it up with your business to your profit. Ask us about it.

**HERCULES POWDER CO.**

9 West 11th Street,

-

Wilmington, Delaware

*If interested, tear out this page and keep with letters to be answered.*





*There's lots of life in*

# **“NORTH STAR” BATTERIES**

*(Made in Canada)*

**TOPMOST IN QUALITY  
UTMOST IN DURABILITY**

**CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA**

## **THE WESTERN BATTERY FOR THE WESTERN NEED**

Your battery department is sure to get the preference in your vicinity if your line is “North Star” Dry Cells.

“North Stars” have proven a big success as trade builders in the West.

### ***Are You Handling Auto Accessories?***

The reliability and long life of “North Star” Dry Cells make them invaluable to the auto accessory department.

Your jobber will supply *NORTH STARS* at once.

## **Canada Dry Cells, Limited**

**WINNIPEG, MANITOBA**



# Wishing You Success—Mr. Dealer

## But the IVER JOHNSON SAFETY AUTOMATIC REVOLVER

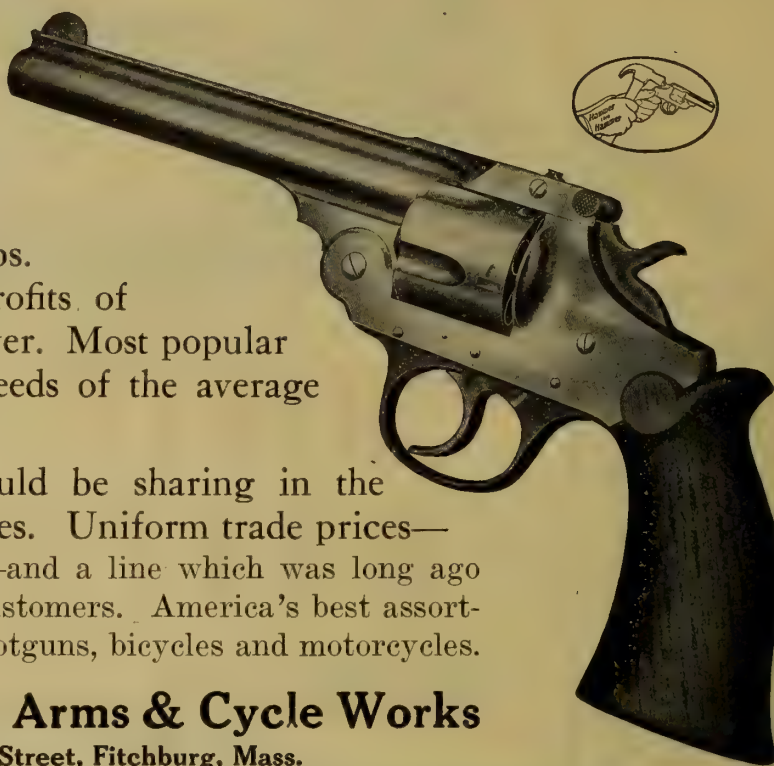
does more than wish—it helps.  
It offers you the certain profits of  
Canada's most popular revolver. Most popular  
because best suited to the needs of the average  
civilian—and best advertised.

Every Canadian dealer should be sharing in the  
proceeds of our Canadian sales. Uniform trade prices—  
perfect distribution—and a line which was long ago  
introduced to your customers. America's best assort-  
ment of revolvers, shotguns, bicycles and motorcycles.

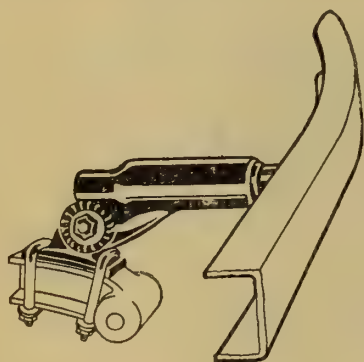


**Iver Johnson's Arms & Cycle Works**

350 River Street, Fitchburg, Mass.



# Automobile Accessories

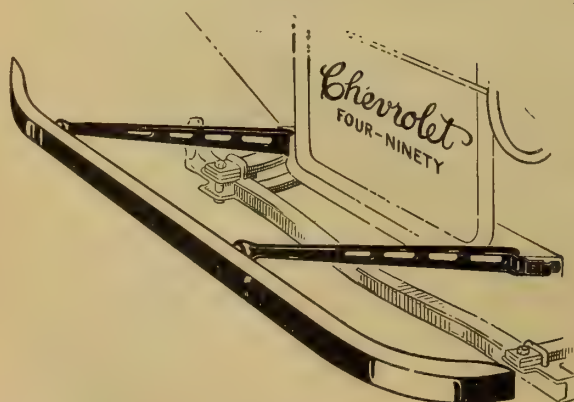


*Bumpers for all cars*  
*Specialties for Ford Cars*  
*Specialties for Chevrolet*  
*Cored Bronze Bars*  
*Bronze and Brass Castings*

*We sell through jobbers only.*

**Kinzinger, Bruce & Co.,**  
Limited

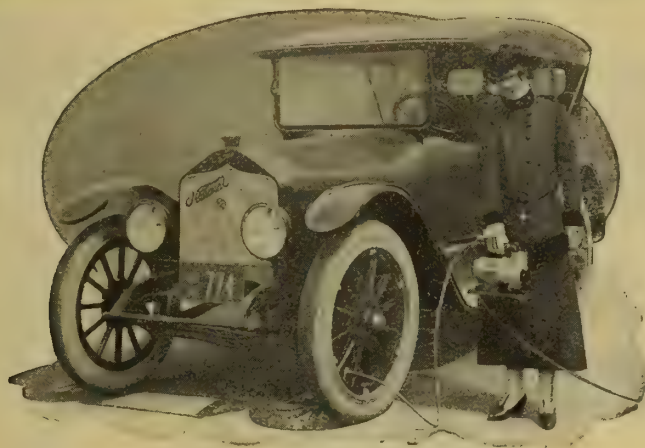
Niagara Falls, Ont.



"Niagara" Non-Granular Bronze Cored Bars

*If interested, tear out this page and keep with letters to be answered.*





## The Lectroflater

### An Electrically Operated Automobile Tire Pump

Here is a line that can be profitably sold by the hardware trade. These pumps are built for hard service. They are neat in appearance and with the extension cord attachment can be operated from a lamp socket at 110 volt service. The Lectroflater appeals to the man who looks after his own car. It removes the drudgery of pumping by hand and it costs only about one-tenth of one cent to inflate the largest tire from flat to full pressure.

The Lectroflater is light in weight, everything being enclosed in an aluminium case fitted with polished nickel trimmings. Tires can be pumped at the last minute without soiling or burning the hands.

There are three types manufactured and each is guaranteed to develop 125 lbs. pressure without overheating and be free from imperfections of workmanship or material.

Each of our distributing houses carries a complete line of automobile accessories and is in a position to ship stocks at short notice.

The following are a few of the automobile accessory lines for which we are exclusive Canadian Agents:

**Curtis Garage Compressors**  
**F. F. Battery Chargers**  
**Henricks Magnetos**  
**Jumbo Spark Plugs**  
**Lectroflater Tire Pumps**

**Patterson Battery Sets**  
**Premier Vulcanizers**  
**Pyrene Fire Extinguishers**  
**Standard Speedometers**  
**W. E. Pittsfield Ignition Devices**

**Northern Electric Company**

LIMITED

Montreal    Regina    Halifax    Calgary    Toronto    Vancouver    Winnipeg

*If interested, tear out this page and keep with letters to be answered.*





# "Buffalo"

# Auto Oils

**Your Auto Accessory Department is not prepared to give the trade the utmost in satisfaction unless BUFFALO AUTO OILS are a unit.**

Buffalo "A" Auto Oil has no equal and is the most satisfactory oil ever offered on this market. It is almost transparent in color, and a high grade mineral oil. It possesses a very high fire test and viscosity. Free from carbon, and is suitable for all makes of Automobiles. Try it out on your motor delivery and you will be convinced of its superiority, and that it is the best oil you can buy or sell.

## BUFFALO SEMI-FLUID GREASE

Is what its name implies, a lubricant of a consistency between an oil and a grease. This consistency is necessary to insure a perfect lubrication of the close-fitting gears of an Automobile as it clings to the revolving parts, and keeps a heavy film lubricant as a cushion between the wearing parts. Affords

the utmost efficiency of lubrication between the frictional surfaces of all kinds of Transmission Gears, Roller and Ball Bearings, Axle, etc. Has a very high melting point, is not affected by climatic changes, and is economical at all times.

*Drop a line for our Catalogue.*

**WE ARE STRICTLY INDEPENDENT AND SELL ONLY TO THE TRADE**

**Prairie City Oil Company  
LIMITED**

*"Buffalo Brand" Oils, Lubricants  
Specialties*

**WINNIPEG, MAN.**



**"THE CRITERION OF QUALITY"**

*If interested, tear out this page and keep with letters to be answered.*



**Socket Chest, No. 300**

Surely an addition to the fixtures of your store

**Socket Wrench Set, No. 14**

The "Complete-est" Wrench Set ever designed. Price, each \$16.00

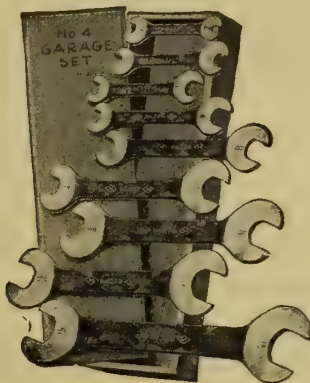
Ask for interesting New Wrench Book No. 183C

## Solves Your Wrench Problems



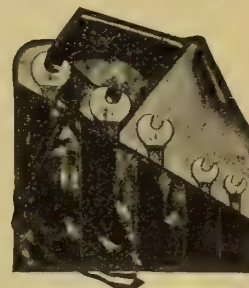
### FREE DISPLAYS

with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.

**Garage Set No. 4**

Covers all U.S. and S.A.E. nuts and screws from  $\frac{1}{4}$  to  $\frac{3}{4}$  Packed in wooden box. List \$5.72

Thin Model Wrenches in any Sets desired.

**No. "Y" Display Board****Engineer's Open End Set**

The ambition of the FRANK MOSSBERG CO. has been—  
"To produce the finest WRENCHES made in those types that sell most quickly, and to sell this product at reasonable prices to deserve the loyalty of every consumer."

## FORDS

for

### Wrenches

Desirable

The Most

**Ratchet Reverse Brake Pedal and Tension Spring Wrench, No. 645**

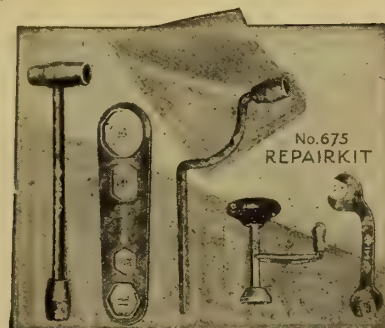
Price, each 67c

**Wheel Puller No. 660 Indestructible, 75c**

These Prices are Canadian List.

'675" contains all special wrenches needed. Price, \$1.60

The "Net" Socket Wrench Set \$5.35

**Repairkit for Fords, No. 675****Ford Socket Wrench Set, No. 30**

## FRANK MOSSBERG CO.,

BRANCH OFFICES (Chicago - 180 N. Market St.  
(for your convenience) San Francisco 324 Underwood Bld.

## Attleboro, Mass., U.S.A.

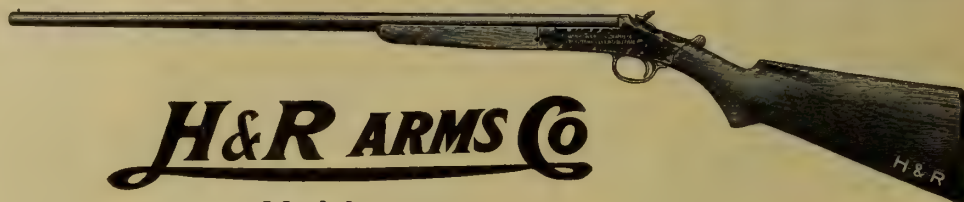
Los Angeles, 503 Equitable Bldg. Nashville, Tenn.  
Seattle - 214 Maritime Bldg.

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# A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel  
28 Gauge, 26 or 28 inch Barrel  
.45 Caliber, 26 inch Barrel  
.44 Caliber, 26 inch Barrel  
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

## Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

### Rifles Stocked

WINCHESTER  
STEVENS  
MARLIN  
REMINGTON  
HAMILTON

### Shot Guns Stocked

BELGIUM  
STEVENS  
WINCHESTER  
MARLIN  
REMINGTON

## RIFLES AND GUNS

Being at a gateway of the great northern hunting grounds, we have developed an exceptionally heavy business in rifles, guns and ammunition, serving retailers in these northern regions to their great advantage. Note the lines stocked as set forth in panel on the left.

Equalized  
Freight  
Rates  
on any  
Point.



## AMMUNITION

**S**IMILARLY with respect to ammunition. One explanation of the success attending our business in Hunters' and Sportsmen's requisites is our SERVICE, which is prompt, accurate and intelligent. The Ammunition we stock

Dominion and U.M.C. Loaded Shells  
Dominion, U.M.C. and Winchester Metallic Cartridges.

In addition we carry full lines of all Sporting accessories. Our New Illustrated Catalogue will be sent to all retail friends on application. Freight equalized on your nearest distributing point.

## WHITES LIMITED

COLLINGWOOD, ONTARIO

If interested, tear out this page and keep with letters to be answered.





*The HOUSE of QUALITY for*  
**Automobile  
 Accessories**



**"SERVICE"—Our Motto.**

**PROMPT SHIPMENTS of the BEST GOODS at the RIGHT PRICES.**

**GENERAL ACCESSORIES**

A large assortment, including Motor Oils, Greases and Supplies, suitable for any make of car, is constantly carried in stock. The completeness of our line will surprise you.

**SPECIALTIES FOR FORDS**

Whether you require a set of crown fenders, self-starter, cut-out or any other mechanical device, consult our catalogue. Hundreds of useful and necessary articles to select from.

**SUNDRIES FOR CHEVROLET**

Bumpers, rear tire holders, tool boxes, tool kits, wheel pullers, Kellogg Engine-Driven Pumps, and many other specialties constructed exclusively for use on Chevrolet Cars can now be supplied promptly by us.

**AUTOMOBILE TIRES**

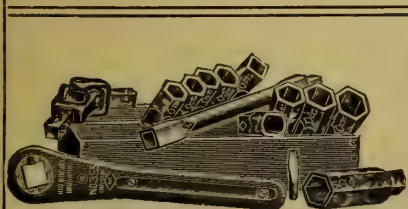
Hyslop and Swastika Tires for Ford, Chevrolet and Maxwell Cars are the best values ever offered in Canada. Do not buy any 30 x 3 1/2 casings or tubes until you learn what we can do for you.

Hyslop Guaranteed Tires are now made in sizes ranging from 30 x 3 1/2 to 37 x 5, and can be promptly supplied from stock.

**HARDWARE DEALERS**

Big profits can be made handling the complete Hyslop line of Automobile Accessories. See our display in Transportation Building at the Canadian National Exhibition.

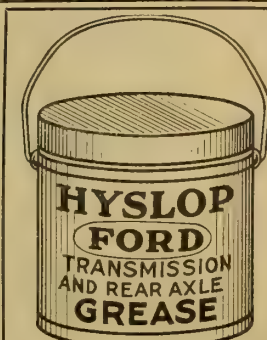
While in the city do not fail to visit our headquarters, corner Shuter and Victoria Sts., and see the largest and most up-to-date retail accessory store in Canada. You will also be interested in being shown through our building and observe method of handling immense quantities of goods and unexcelled facilities for making prompt out-of-town shipments.



**HYSLOP BROTHERS**

LIMITED

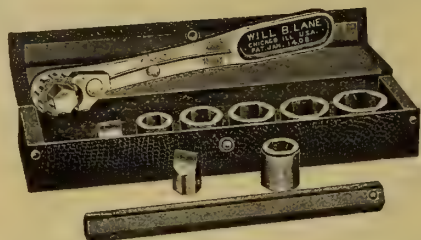
Shuter and Victoria Streets, Toronto



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## LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

**THE FORD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.



**STANDARD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from  $\frac{1}{4}$  to  $\frac{1}{2}$  in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to  $\frac{5}{8}$  in.

WRITE FOR PRICES.

### WILL B. LANE

180 North Dearborn Street

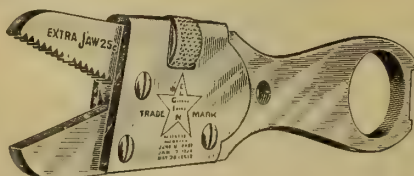
CHICAGO

ILL.

Carried in Stock by:

Aikenhead Hardware, Limited, Toronto, Ont.; J. H. Ashdown Hardware Company, Limited, Winnipeg and Saskatoon; Thomas Birkett & Son Co., Ltd., Ottawa; Caverhill, Learmont & Co., Montreal, Can.; Edwin Chown & Son, Kingston, Ont.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Lewis Brothers, Ltd., Montreal; London Engine Supplies Co., London, Ont.; Lyon & Marks, Toronto, Ont.; Marshall-Wells Hardware Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Mechanics' Supply Co., Quebec; Merrick-Anderson Co., Ltd., Winnipeg, Man.; Miller-Morse Hardware Co., Ltd., Winnipeg, Man.; Millen & Son, Ltd., Montreal, Can.; Millen & Son, Ltd., Toronto, Ont.; Millen & Son, Ltd., Winnipeg, Man.; Millen & Son, Ltd., Vancouver, B.C.; J. S. Mitchell & Co., Sherbrooke, Que.; Rice Lewis & Son, Ltd., Toronto, Ont.; Wood-Vallance & Co., Hamilton, Ont.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Wood-Vallance & Leggat, Ltd., Vancouver, B.C.; Wood-Vallance & Co., Ltd., Winnipeg, Man.

### Elgin Adjustable Wrenches



Convenient to use, easy to carry, effective in results. The convenient wrench for inconvenient places. Excels in appearance and efficiency.

STAR MANUFACTURING CO.  
Carpentersville, Ill., U.S.A.

A good profit-maker for  
your Auto-Accessory  
Department.

## ADAMSON Vulcanizers

FOR TUBES AND CASINGS.

The tire is repaired without deflating or removing it from the car.

**Absolutely automatic.**

Place the patch—attach the vulcanizer, put in gasoline—light it. No further attention is required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

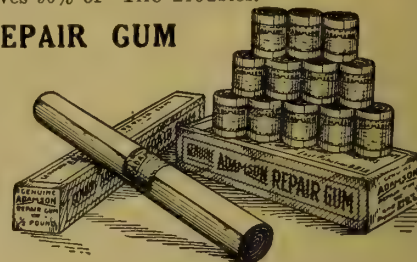
Over 500,000 in use. Not a single one has failed to give pleasing results.

Saves 90% of "Tire Troubles."

### ADAMSON REPAIR GUM

Essential in the operation of Adamson vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure.

No cement is necessary.



**THE ONLY VULCANIZER MADE IN CANADA**

Same discounts, same list prices as in U.S.

**ADAMSON MANUFACTURING CO.**  
67 Bay Street North, HAMILTON, ONT.



**Every Automobile Owner Wants  
Protection Against Accidents**

### Every Ford Owner is a good prospect for a LINE SUB-RADIUS ROD

because it insures radius rods from breaking—or bending—keeps the front axle in perfect line at all times. Stops the vibration of front axle, giving that steadiness to the steering wheel that heavier cars have. By eliminating the vibration of the axle it reduces wear on ball and socket on rear end of radius rods. It will make the car run much straighter and easier to steer, especially on roads that are rutted badly.

Simple, Dependable, Durable, and a  
Money Saver for the User.

A line that will pay you a handsome profit and bring you much business.

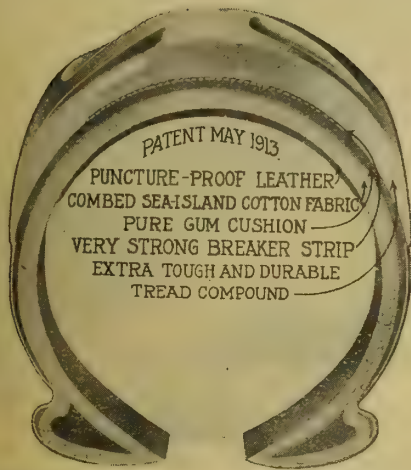
Manufactured by

**Line, Hansen & Kimball Co.**  
50 High Street - Moose Jaw, Sask.

If interested, tear out this page and keep with letters to be answered.

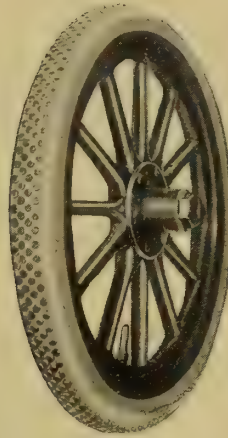


# Sell these to motorists—



## Woodworth Trouble-Proof Tires

WOODWORTH Trouble-Proof Tires guaranteed against punctures and blow-outs for 5,000 miles. Perfectly resilient and the most durable tires made.



## Woodworth Tire Covers

WOODWORTH Tire Covers are steel-studded leather covers. They protect the tires from all outside injury and road wear; they prevent punctures and provide a non-skid that is always in place. The Light Weight Covers are low in price and do not make any appreciable load on the car.



## No Stretch No Slip Fan Belts

are made of very strong, woven fabric with especially treated horse-hide leather facing that always hugs the pulleys closely.

# When they are in trouble

Study carefully the illustrations on this page and the footnotes below them. These are things every motorist needs and will buy, just because they all represent economy. You can make these sales if you have the goods. Put it up to your motorist friends and customers that these accessories deliver them from trouble.

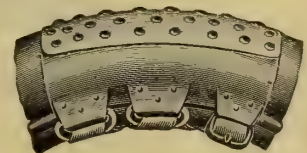


## Easyon Tire Chains

EASYON TIRE CHAINS are individual chains fastened to the spokes. They can be put on in a moment, even when up to the hubs in mud. The handiest traction chains on earth. Every automobile should carry a set.

Friend hardware dealer, will you permit us to say to you that you can do more business right where you are? The big thing is to supply more men in your community with more goods. They all have more money to spend than the average dealer is getting out of them, and many are diffusing their buying. Motorists in particular are wonderfully worth while cultivating. They have money to spend—in good chunks, and they will be very quick to respond to the appeal of the goods illustrated on this page, if you show and demonstrate them.

Send to us for price list and fuller particulars regarding these very salable lines.



## Woodworth Leather Tire Boots

for weak or blown-out tires. Made in Hook-on, Lace-on and Strap-on styles. Studded on the wearing surface with steel studs, making them very durable. These boots do not deteriorate with age, and are not injured by oil. Send for dealers' quotations.

**Leather Tire Goods Co.,** *Sole Manufacturers* **Niagara Falls, Ont.**

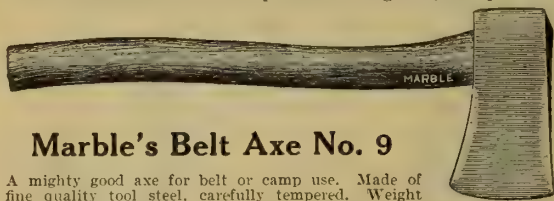
*If interested, tear out this page and keep with letters to be answered.*



## MARBLE'S AXES and HUNTING KNIVES

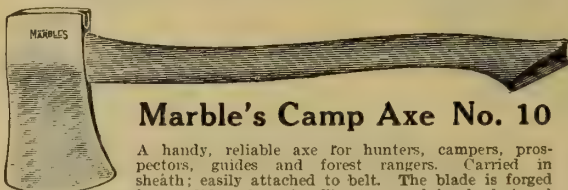
—the kind that good hunters want—the kind that sell at sight. Known the world over for their **quality** and excellence of design. Those shown here are particularly good sellers.

Check over your stock now—be sure to have on hand a good supply of these trade-winners. The prices are right—your profit is right.



### Marble's Belt Axe No. 9

A mighty good axe for belt or camp use. Made of fine quality tool steel, carefully tempered. Weight 22 oz. Handle 14 in. List price only \$1.03. Leather sheath to fit No. 9, 5c.



### Marble's Camp Axe No. 10

A handy, reliable axe for hunters, campers, prospectors, guides and forest rangers. Carried in sheath; easily attached to belt. The blade is forged from solid tool steel. The tempered head, designed for driving stakes, spikes, etc., will not become battered, even under continuous service. The nail puller has tempered jaws. Blade  $3\frac{3}{4}$  x  $5\frac{1}{4}$  inches; weight 30 oz.; Handle 16 or 20 inches. List price \$1.50.

**Marble Arms & Mfg. Company**  
5350 Delta Ave., Gladstone, Mich.

### Trade Supplied by Jobbers.

Liberal discount to dealers. All prices quoted are list. Write for catalog showing entire line.

## Marble's Woodcraft Knife

We had such a demand for this model knife from noted sportsmen who appreciate its utility and efficiency that we were unable to supply a sufficient quantity at the special list price of \$6.50 each. This induced us to arrange for making the Woodcraft in very large quantities, thus enabling us to list them at the remarkably low price of \$1.50, complete with leather sheath.

The Woodcraft has the quality and desirable features of \$2.50 and \$3.00 knives, yet sells at only \$1.50, affording you the right profit.

Order a dozen or two from your jobber, or direct from us, mentioning your jobber's name. Be prepared to supply the demand.



### MARBLE'S SAFETY HUNTING KNIFE

A sheath knife or a pocket knife, as desired. With blade folded it is as handy and safe to carry as any pocket knife. When open, the extension guard acts as a safety lock, making it as rigid and safe as a one-piece knife. List prices \$3 and \$4.

### Marble's Ideal Hunting Knife

The first knife designed by Mr. Marble and still one of the most popular and widely used knives on the market. Can be supplied with stag or leather handle. List prices \$2.25 to \$3.50.



## Presto Specialties Are Selling Fast

Every hardware dealer in Canada should be equipped with this Presto Line.

The Presto Line includes over 100 good, useful articles. Articles that are strongly made, durable and very attractive.

Presto quality of workmanship and material, the good-will and prestige of the company are well known. The people in your community want Presto articles. Be ready to show them.

### Presto Means Quick Profits to You

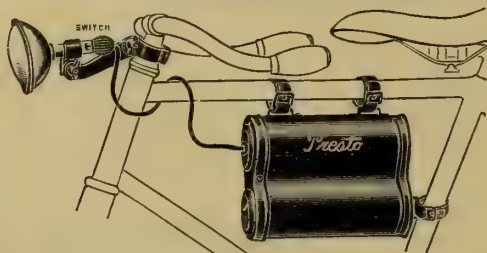
Be sure—Write us to-day for catalog showing complete line, prices and discounts. We have something that will interest you.

Address Manufacturers

### METAL SPECIALTIES MFG. COMPANY

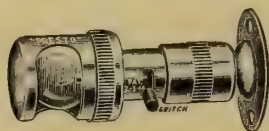
734-738 West Monroe Street

Chicago, Ill., U.S.A.



Presto Electric Bicycle Lamp No. 1082 with 4-inch bull's-eye lens and double cell battery container.

Presto Electric Bicycle Lamps are attractive, well made, and throw a good, strong, pure-white light. Six models to choose from.



No. 618-S

"Bull Dog" Dash Lamp, strong, heavy, short and chunky, and built for service. Full nickel-plate, with self-contained turn switch, bayonet-type lamp socket and 6-volt, 2-candle-power tungsten bulb.



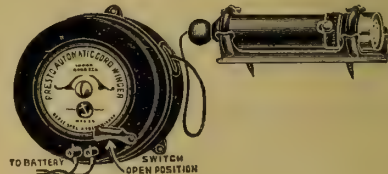
No. 637-S

Round Head Dash for FORD CARS. 10-degree angle with self-contained turn switch, bayonet-type lamp socket, complete with 6-volt, 2-candle-power tungsten bulb.



No. 199

Presto Electric Cigar and Pipe Lighter, with Tungsten Chromium Nickel Lighter Tip. Made in voltages from 6 volt to 18 volt. Price, \$1.50.



No. 252

Complete combination, Automatic Cord Winder and "Presto" Cigar Lighter No. 202 and Holder.

If interested, tear out this page and keep with letters to be answered.





# Flashlights

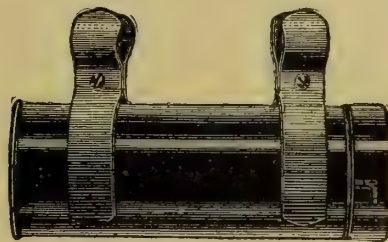
**Hand Lanterns, Trouble Lights, Automobile Sockets and Connectors, Miniature Incandescent Lamps of every Description, Electric Bicycle and Motorcycle Lanterns, Electric Carriage Lanterns, Radio Batteries and Lamps**

The "FRANCO" Line is mighty profitable everywhere. It is nice appearing, easily sold and gives a most desirable service.

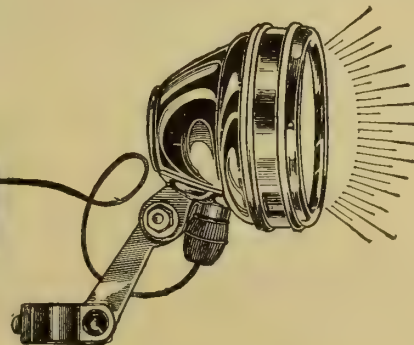


4730

FIBRE TUBULAR



4815



1009

**Winners of the  
GOLD MEDAL**  
at the

**Panama-Pacific Exposition**

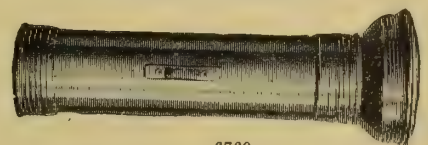
Franco Flashlights are made in various sizes, styles and finishes to suit every purpose. Fitted with Radio Lamp and Radio Battery, they excel all others.

Radio Batteries for Flashlights and Hand Lanterns.

Long Life in use and on shelf.

*Write for Catalogue and Prices.*

See our Exhibit in the Industrial Building at the Canadian National Exhibition, Aug. 26th to Sept. 11th.

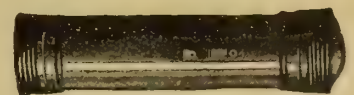


6769

NICKEL TUBULAR



6766



6761

Made in various other sizes and designs.



6783



6786



6781

Made in various other sizes and designs.

## Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, ONT.

The Most Progressive Flashlight Manufacturers in the Dominion

*If interested, tear out this page and keep with letters to be answered.*

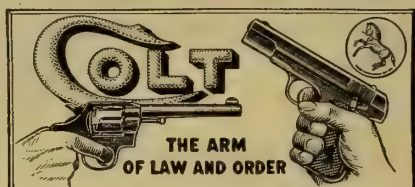


## Revolver Salesmen:

Here's another of those newspaper advertisements we have ready for you.

If you have one or more of the series on hand you'll be PREPARED to start some PROTECTION advertising in the first issue of your local paper following a "burglar scare" or other crime wave that sets people thinking.

This means YOU get the revolver business.



*You Need a  
"COLT" in Your  
Home*

ORDER a "Colt" now and at the first opportunity teach your wife and the other members of your household how to handle it.

The "Colt" is automatically and positively secure, is free from all danger of accidental discharge. Can't be fired until the trigger is purposely pulled. Explain this feature. The "Colt" is absolutely certain to fire only when you want to fire it.

Don't neglect to furnish your family with adequate means of protecting themselves against danger.

The most adequate means of all is a "Colt."

(Space for Dealer's Name Here.)

**Colt's Patent Fire Arms  
Manufacturing Co.**

**Hartford, Conn. - U.S.A.**

or A. MacFARLANE & CO., LIMITED  
Coristine Building - - - Montreal, Canada

*Place This Assortment in  
Stock Now.*

## EDWARDS' ACCESSORIES For Hardware Merchants 62% Profit

Hardware men all over Canada are making additional profits by stocking Automobile Accessories. The following is a special offer that places a varied stock of quick-sellers on your shelves.

Send in your order now for the goods listed below.

	Cost to You.	Your Sale Price.
1 Adjustable Wheel Puller .....	\$ .25	\$ .45
1 dozen Inlet Hose .....	.72	1.20
1 dozen Outlet Hose .....	.75	1.20
1/2 dozen Crank Case Oil Gauges...	.95	1.20
5 Glaroscopes .....	1.00	1.75
2 Rear License Brackets .....	.39	.60
2 Front License Brackets .....	.39	.60
3 Radius Rod Anti-Rattlers .....	.59	1.50
6 Steering Rod Anti-Rattlers .....	1.00	1.80
3 assorted Ford Cutouts .....	2.35	5.00
8 Ford Spark Plugs .....	2.20	4.00
4 Ford Priming Plugs .....	2.50	4.00
2 Screw Jacks .....	1.50	1.80
1 Steering Wheel Clock .....	2.20	3.75
4 Robe Rails .....	1.50	2.40
2 Foot Rests .....	1.10	2.50
2 Brake Rod Anti-Rattlers .....	.36	1.98
1 Tool Box .....	1.50	2.50
1 De Luxe Tire Holder .....	3.55	5.00
3 boxes Valve Grinding Compound.	.60	.90
1 dozen 7/8 Spark Plugs, assorted...	6.00	9.00
2 pair 30 x 3 1/2 Tire Chains .....	3.40	5.50
2 boxes Cementless Patches .....	.40	.60
2 assorted Vulcanizers .....	3.20	5.00
1 Hand Horn .....	2.85	4.00
1 Electric Horn .....	3.00	4.50
2 Tire Reliners, 30 x 3 1/2 .....	2.40	3.50
1 Blow-Out Patch .....	.45	.60
1 Hook-On Boot .....	.75	1.25
6 assorted boxes Cotter Pins .....	.60	.90
3 assorted boxes Lock Washers .....	.22	.40
1 tin Radiator Compound .....	.50	.75
1 Ford Fan Belt .....	.14	.35
1/2 lb. Repair Gum .....	.69	1.00
	\$50.00	\$81.48

W. G. Edwards Co., Ltd.,  
Bridgeburg, Ont.

Enclosed please find cheque for \$50.00. Please forward immediately Edwards' Auto Accessory Assortment for Hardware Merchants.

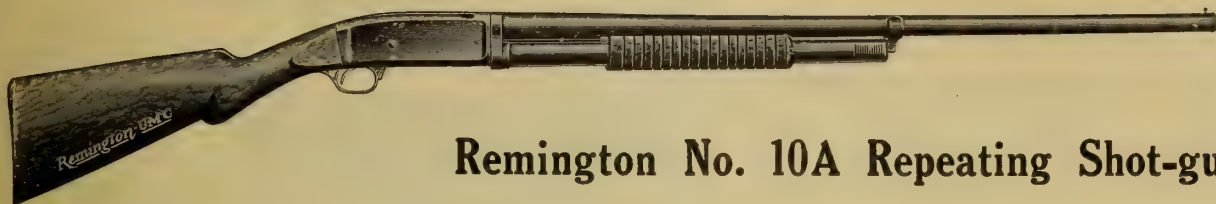
Ship by..... Name.....

F.o.b. Bridgeburg, Ont. Address.....

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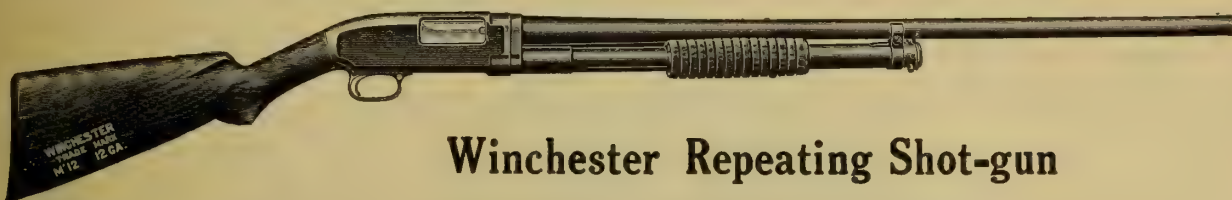


# HIGH - GRADE FIRE - ARMS



**Remington No. 10A Repeating Shot-gun**

12 gauge, 30 inch barrel, pump action, plain walnut stock, 6 shot capacity, take down pattern, weight about  $7\frac{1}{2}$  lbs.



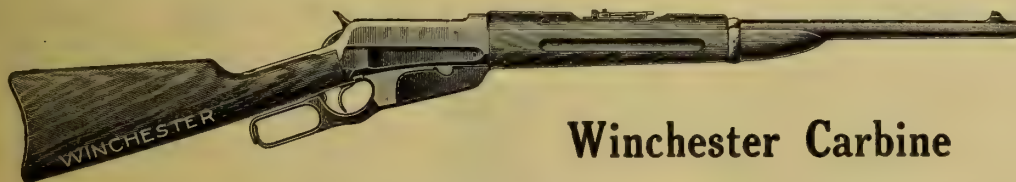
**Winchester Repeating Shot-gun**

12 gauge, 30 inch barrel, pump action, plain walnut stock and action, slide take down pattern, 6 shot capacity, weight about  $7\frac{1}{4}$  lbs.



**Remington Pump Action H.P. Rifles**

No. 14A either .30 or .32 calibre, with 22" ordnance steel barrel, walnut stock, quick adjusting sight, 6 shot capacity, weight about  $6\frac{3}{4}$  lbs.



**Winchester Carbine**

.303 calibre 22" round barrel, 6 shot capacity, walnut stock, complete with sling strap for carrying.



**Full Line of Double and Single Barrel Guns**

*Our Sporting Goods Catalog shows full line.*

**CAVERHILL, LEARMONT & CO.**  
**MONTREAL**

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# SLEIGHS

**Mr. Dealer:** Our desire is to sell to every good merchant. Why don't you join our army of satisfied customers?



Our SLEIGHS are made of the best birch, with round shoes. A sample order will give you satisfaction.

Also Manufacturers of

Toboggans, Ironing Tables, Garden Seats, Folding Chairs, Step Ladders, Lawn Swings, Iron Washers, Mail Boxes, Fibre Chair Seats, Wooden Toys, Box Strapping, Steel Mats, Corrugated Fasteners.

Ontario Representative:

H. E. Johnson,  
12 Melinda Street,  
Toronto

**J. E. BEAUCHAMP & CO.**

Manufacturers  
20 St. Nicholas Street,  
MONTREAL

Western Canada  
Representatives:

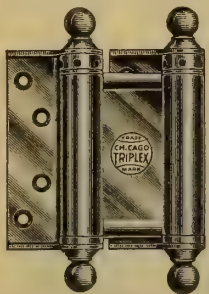
T. A. Corley & Son,  
508 McArthur Bldg.,  
Winnipeg

TRADE  
**CHICAGO**  
MARK

**SPRING HINGES**

## A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



**Chicago "Triplex"  
Spring Butts**

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

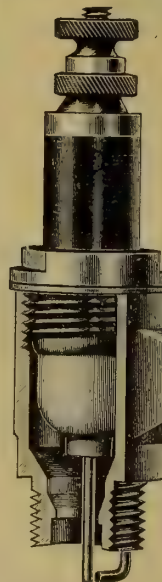
**Chicago Spring Butt Company,**

CHICAGO



NEW YORK

# SOOTLESS SPARK PLUGS



This plug increases the protection on the engine end of the plug by adding a porcelain cap, so arranged and enclosed that it is protected against breakage, and yet gives plenty of air space between the porcelain (within the firing chamber) and the outer steel shell. This renders the chance of short-circuiting through carbon formation exceedingly remote. The plug is so constructed that the high pressure, due to compression, tends to tighten rather than to loosen it. Being practically oil and soot-proof, it is especially adapted for use in air-cooled engines that use a large amount of lubricating oil.

WRITE FOR CIRCULAR.

Manufactured by

**The Oakes & Dow Company**  
15 Chardon Street - - Boston, Mass.

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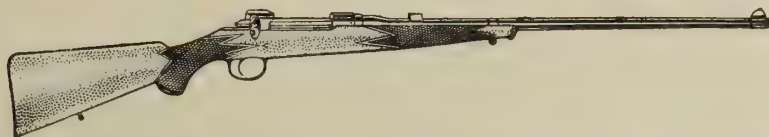


# The Big Game Season

is almost here

The number of big game rifles sold yearly runs into the thousands.  
The most successful hunters are now equipped with the

## Ross Rifle



The Ross .280 is wonderful in its power, accuracy and reliability. The user is a proud possessor. And the .303 models are splendid, useful, and powerful arms, difficult to equal at anything like the same price.

For beginners of any age, the Ross .22 Cadet is the ideal weapon, its low first cost and cheapness of ammunition used bringing it within the reach of every purse.

**ROSS RIFLES IN YOUR WINDOW WILL ATTRACT VERY PROFITABLE BUSINESS TO YOUR STORE. WRITE FOR CATALOGUE AND DISCOUNTS.**

## Ross Rifle Company

QUEBEC









“If you can look into the seeds of time and say which grain will grow and which will not—”

SHAKESPEARE

**T**O the eye of even the most experienced agriculturist two seeds may be identical, yet upon test one may grow while the other may remain dormant.

It's the test that proves the value of anything.

It's the severe test that has been given

## Harris Heavy Pressure Babbitt Metal

during the past thirty years that has proved its unequalled worth for use on all general machinery bearings.

It's rigid tests that enable us to guarantee Harris Babbitt Metals to give excellent service—larger and better service under heavy pressure.

HARRIS HEAVY PRESSURE IS THE BABBITT METAL WITHOUT A FAULT.



SOME OF OUR LINES

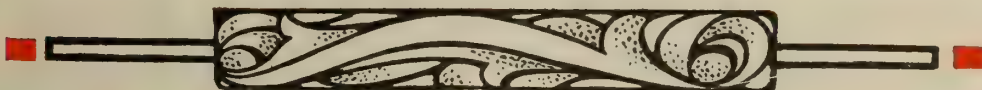
**SOLDER  
BABBITT  
LEAD PIPE  
AND ALL  
METALS**

**Everything for  
the Plumber**

**The Canada Metal Co., Limited**

TORONTO

Hamilton - Montreal - Winnipeg - Vancouver



*If interested, tear out this page and keep with letters to be answered.*





250 C.P.  
60 hrs. on one gallon of gasoline  
Nulite Favorite No. 10 Portable Table Lamp—With four color china shade—Automatically cleaned—Cannot clog.

## MORE PROFIT FOR YOU

The NULITE line of Lighting Devices is a money-maker for Dealers.

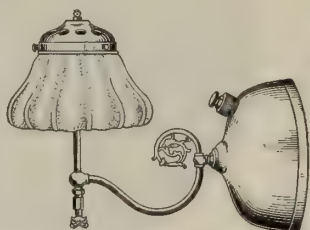
MORE THAN 12,000 HARDWARE DEALERS ALL OVER THE WORLD HAVE TRIED OUR PROPOSITION AND HAVE MADE GOOD. OUR LAMPS ARE PRODUCED IN large quantities at a minimum cost and are sold exclusively through the hardware and merchandise trade at reasonable prices, which assures ready sales and good profits.

Hardware Dealers in one State (Iowa) alone have sold more than 10,000 NULITE FAVORITE TABLE LAMPS. It is unquestionably the best indoor Portable Lamp to be had and it sells in preference to any other lamp on the market on sight.

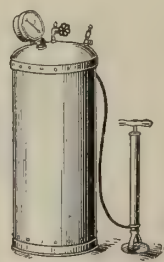
The STORM KING LANTERN is in use in 45 countries besides the United States. Campers and Sportsmen find it to be just what they need. Also for contractors, engineers, shows, fairs, streets, parks, docks, military encampments, lightbuoys, ships, railroads, mines, farms, etc.

**PRICES ARE RIGHT AND EVERY SALE MEANS A SATISFIED CUSTOMER**

Find a user of a Nulite Lamp or Lighting System and you will find a satisfied user of artificial light. National equipment is made only from the very best material by skilled workmen, and is backed by an iron-clad guarantee of satisfaction.

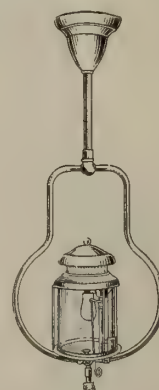


No. 11 Portable Wall Lamp



Nulite System Tanks, 1 to 15 gallon sizes.

Nulite Lighting Systems are reliable, inexpensive to install, simple in operation, and will light the average Home, Store or Church brilliantly at about one-tenth the cost of Electricity, Gas or Acetylene.



No. 610 Outdoor System Lamp—500 C.P.

Every church, hall, store and home in the small towns and rural districts needs a Nulite System and will buy when they know its advantages. We make lamps and systems suitable for every purpose.



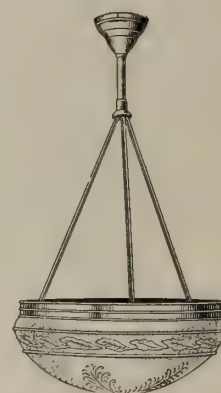
No. 604 System Lamp—300 C. P.

More than a million Nulite Lamps have been sold throughout the world, and everyone has given satisfaction and saved money for the users. Every Lamp and System is guaranteed to be just as represented.



No. 605 System Lamp—300 C. P.

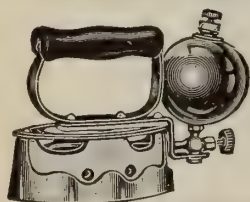
ALL NULITE LAMPS ARE EQUIPPED WITH AN AUTOMATIC CLEANING DEVICE which cleans the gas tip from the inside and makes it IMPOSSIBLE FOR IT TO CHOKE OR CLOG.



No. 1 Semi Indirect System Lamp—400 C.P.

A NULITE SYSTEM INSTALLED in your store will save its cost in a few months in reduced light bills, light your place to better advantage, and make you independent of lighting monopolies. Detailed estimates will be sent forward promptly upon receipt of your request, with the dimensions of the place you wish to light.

**CATALOG SHOWING COMPLETE LINE (500 styles) MAILED FREE ON REQUEST**



THE COMFORT MAKES IRONING A PLEASURE—Makes and burns its own gas. Costs only one-third to one-half cent per hour to operate. Two points, both ends are front ends. Operates 5 hours on one filling. No connecting wires or tubes. Operates anywhere, eliminates discomfort and the hot stove. Equipped with a quick-lighting, self-cleaning generator. Adjustable to any heat desired. A SURE WINNER FOR DEALERS EVERYWHERE.

Manufactured Exclusively By

**THE NATIONAL STAMPING AND ELECTRIC WORKS, CHICAGO, U.S.A.**

SOLD IN CANADA BY THE FOLLOWING JOBBING HOUSES:

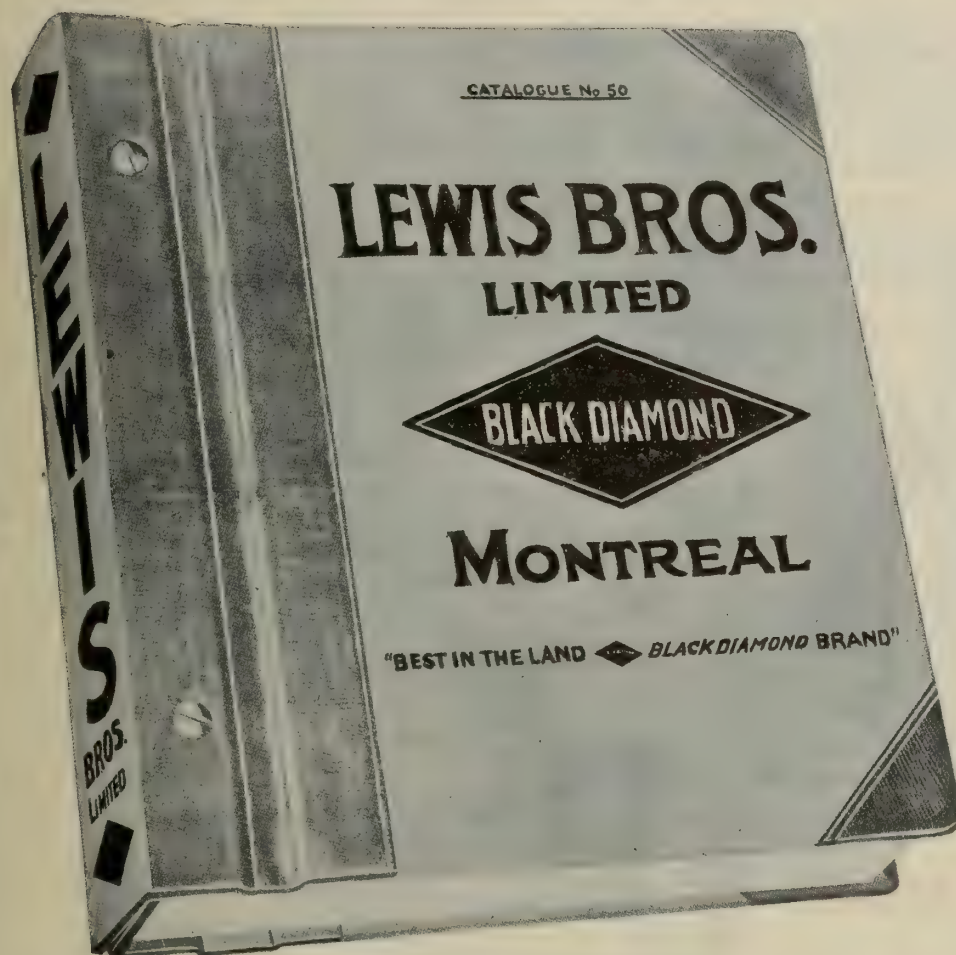
London, Ont.	The Hobbs Hardware Co., Limited	Winnipeg, Man.	The J. H. Ashdown Hardware Company
Kingston, Ont.	Robertson's Limited	Calgary, Alta.	The J. H. Ashdown Hardware Company
Toronto, Ont.	H. S. Howland, Sons & Co., Limited	Saskatoon, Sask.	The J. H. Ashdown Hardware Company
	Charlottetown, P.E.I.	The Rogers Hardware Company, Limited	

*If interested, tear out this page and keep with letters to be answered.*



***Just for a Starter—***

Send in Your  
**MAIL ORDERS**



We are quick  
Shippers

We have the goods  
and we give the  
service

**Your  
time is  
worth  
money**

**You  
can  
save it**

If you buy hardware you will find in this book we have illustrated every article, and every illustration is exactly true to the goods it represents. Our general catalogue was built with the intention of making it of the greatest assistance possible to hardware dealers in making up their "Mail Orders."

A copy of this book should be in  
the hands of every live dealer.

**MAIL ORDERS  
when sent to us  
WILL MAKE YOU  
MONEY**

***Give Your  
Customers  
Real Service***

**LEWIS BROS., LIMITED, MONTREAL**

**EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS**

*If interested, tear out this page and keep with letters to be answered.*



# CAMP BORDEN



**The 170th Mississauga Overseas Battalion**

Once more in history Britannia stands four-square for freedom, this time for the world. Her fleet the bulwark of the Entente Allies—her army grown to a mighty host.

Proud busy men rapidly become soldiers after their trench, battle, and trying conditions. One looking only at the razor every day out of the box.

**The Crest of the 170th Overseas Battalion**  
Commanding Officer: *Lieut. Col. J. S. Good Road*




**"Norfolk's Own" Overseas Battalion**

**The Crest of the 133rd Overseas Battalion**



**"Tiger" Overseas Battalion**  
Affiliated with Hamilton Amateur Athletic Association

Here's to the pigskin-chasing, line-bucking, hard-tackling stalwarts who, as the nucleus of the "Tiger" Overseas Battalion, are getting ready to win their yards from the stubborn foe in Europe. With them go the elite of Hamilton's athletic young men, true sportsmen and heroes all. Could you ask for better pals at your side while you "do your bit" for freedom and Empire?

Trained to appreciate A1 equipment, the boys of the "Tiger" Battalion all have—or hope to have before they sail—a Gillette Safety Razor. Experience has shown it's the only way to be sure of clean and comfortable shaving under active service conditions.

If you cannot go Overseas yourself, you can do a real and lasting service to one of the gallant "Tigers" by giving him a

**Gillette Safety Razor**

**The Crest of the 205th Overseas Battalion**  
Commanding Officer: *Lieut. Col. R. R. Moulton*  
Adjutant: *Captain "Buck" K. K.*  
Quartermaster: *Captain Christy Walker*  
Barracks: *Hamilton*

**Every Canadian  
Is Interested**

in the series of big "Battalion" and "Camp" advertisements which we have been running throughout the Dominion. So many have been acting on the timely suggestions they contain, that thousands of soldier boys are now enjoying Gillette Safety Razors—and hundreds of dealers appreciate their growing sales.

In "active service" Gillette Safety Razors are more than making good. So, incidentally, the war is opening the eyes of the nation to the quick, clean comfort of the Gillette shave. To you this means good business, both present and future. Are you actively co-operating with our advertising and making the most of your opportunities?

## The Gillette Safety Razor Co. of Canada

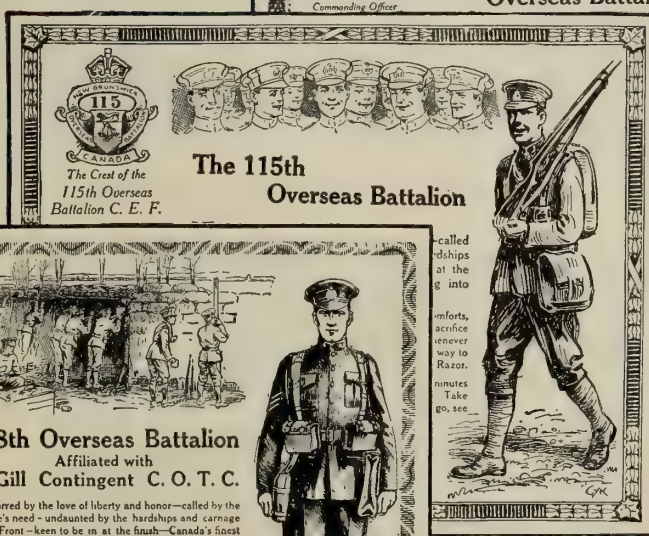
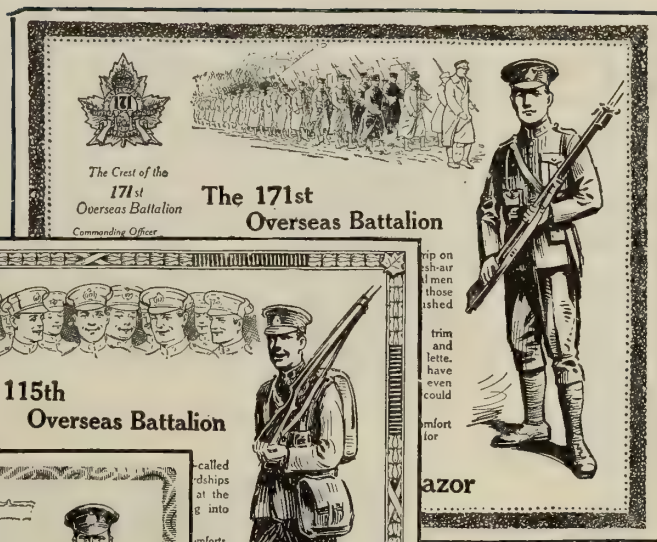
LIMITED

Office and Factory: The Gillette Bldg., Montreal

*If interested, tear out this page and keep with letters to be answered.*



# VALCARTIER CAMP



## At the Front they Want Gillettes

*Somewhere in France.*

*My dear Reid,—*

*Thanks for your letter and cigarettes. In reply to your question as to my needs—send me a Gillette Safety Razor. I've discarded my open blade. Time's too valuable, and besides I want to get a clean shave whenever I want it.*

*At present I am using a Gillette belonging to one of the boys, but would like one of my own.*

*We've been going pretty hard during the last few weeks but have not had any of the real stuff—just the usual casualties.*

*Regards to all,*

*W. E. Pearson, 128 P.C.F.D.*

*If interested, tear out this page and keep with letters to be answered.*



# The Wear of Sterling Silver at the Price of Plated Ware

**O**UR LATEST PRODUCTION introduces something unique in tableware. The public needs it. The trade has asked for it. Here it is—a ware that has the life and looks of sterling silver and yet costs no more than plated ware.

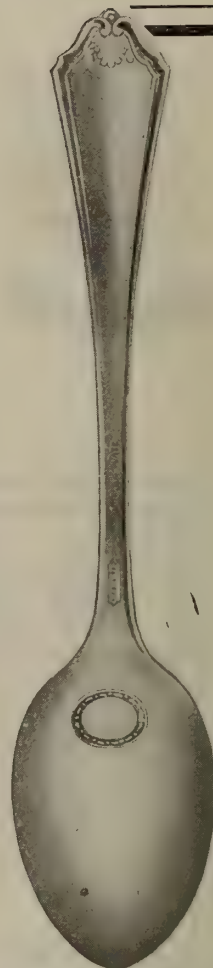
Look at the pleasing design. But note especially the Sterling silver mound hard-soldered on the back of the bowl of all spoons and forks — just at the point where ordinary plated ware begins to tarnish. Long life is assured, not only by the silver mound, but also by the heavy deposit of silver on an 18 per cent. nickel base.

This splendid, good-wearing line sells reasonable—at prices that are worth while to you.

## “The Patricia” With the Silver Mound

A new production that wears like sterling and can be sold at a price that will interest you. Write for discounts on the following:

*Oak Cabinets, containing 88 pieces of Queen's Plate, \$30.00.*



**Back**—Note the position of hard-soldered silver mound which prevents wear.



**Front**—Note sterling character imparted by combination of colonial and bead design.

1 doz. Tea Spoons .....	\$4.75	1 only Butter Knife .....	\$ .90
1 “ Dessert Spoons.....	8.50	1 “ Berry Spoon .....	2.00
1 “ Table Spoons .....	9.50	1 “ Meat Fork .....	1.25
1 “ Dessert Forks.....	8.50	1 doz. Dessert Knives.....	7.50
1 “ Medium Forks ...	9.50	1 “ Medium Knives...	8.00
1 only Sugar Shells .....	.75		

**McGlashan, Clarke Company**  
LIMITED

**NIAGARA FALLS**

**ONTARIO**

*If interested, tear out this page and keep with letters to be answered.*



# "METALLIC"

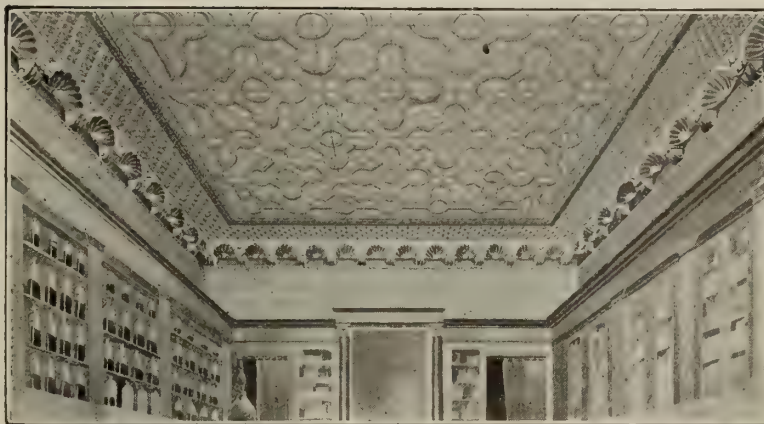
## How We Help You Sell M-R Co. Goods

We refer all inquiries to you. We give you full outfits of samples, catalogues and prices. We write special letters for you to prospects. We are big, steady advertisers in the best farm papers, etc. We supply cuts and copy for your advertising. We prepare estimates on jobs for you and if necessary send a man to help you close the order.

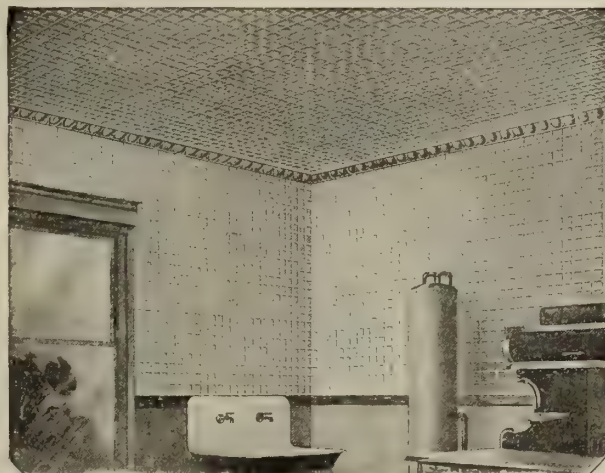
If there is anything more we can do, we do it.

## "Metallic" Ceilings

make a steady-selling, profitable line. They are getting more and more popular every year for stores, hall's, churches, schools, kitchens, etc. Don't let your competitor get ahead of you. Write us to-day for selling helps.



"M-R CO" Ceilings and Walls make the smartest lining any shop can have. Get our illustrated matter, show it to a few storekeepers, and you'll land some nice orders.



The cleanest, easiest-erected and most enduring wall covering made (safest because fire-proof) are M-R Co. Ceiling and Wall Plates. Easy to sell, too. We help you.



M-R Co Trough—10 ft. lengths; die-stamped; joints absolutely snug.



M-R Co Pipe—10 ft. lengths; straight and true; wide, tight seam.

## WE MANUFACTURE

- "Eastlake" Shingles
- Metallic Siding
- Corrugated Iron
- Metallic Ceilings and Walls
- Metallic Lath
- Metallic Corner Bead
- Ventilators
- Skylights
- Barn Roof Lights
- Silo Roofs
- Ornamental Roofing Tiles
- Roof and Tower Finials
- Weathervanes
- Eavetrough and Pipe, Ridges, Valleys, Hips, Flashings
- All-Steel Conductor Hooks
- Portable Steel Granaries
- Galvanized Cornices
- Special Galvanized Iron Work
- Fireproof Doors and Windows
- Pressed Zinc Ornaments
- Sash Operator

## M-R Co. Trough and Pipe

Die - Stamped  
Eavetrough saves  
you money.

# The Metallic Roofing Co., Limited

MANUFACTURERS TO THE TRADE  
TORONTO and WINNIPEG  
The "Quality House" is safest—Think of "Safety First."

*If interested, tear out this page and keep with letters to be answered.*





## SELL MORE FILES

For many years we have advertised in every technical trade paper in Canada, educating manufacturers, superintendents, shop foremen and workmen to use more files.

We have demonstrated clearly that it is wasteful to continue using a file when it has reached its "inefficient point." The result of this campaign has been a tremendous increase in the demand for files, particularly the Famous Five manufactured by us:

### KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

This increase is so great that to-day we supply 90% of the files sold in Canada. Last year we manufactured and sold 60,000,000 files. The dealers who sell the Famous Five turned over this business and made their profit from it.

How much of this business did you get? Did you do 90% of the file business in your locality? If you did not, you're likely missing business by not selling the Famous Five.

We have an interesting proposition to any dealer who wants to increase his file business. We will send him particulars of it if he will write for a copy of "File Philosophy" and our Trade Catalogue.

**Nicholson File Company**  
Port Hope (Jobbers Everywhere) Ontario



## ME Electrical ME Specialties

for the  
**Hardware Dealer**



### National Electric Iron

A Necessity  
in Every Up-  
To - Date  
Home.

### Delta Electric Hand Lamps



Burn 100 hours on an ordinary dry cell. Invaluable for use around the house on dark winter nights. Will not blow out, and no danger from fire.

### DIM-A-LITE SOCKETS



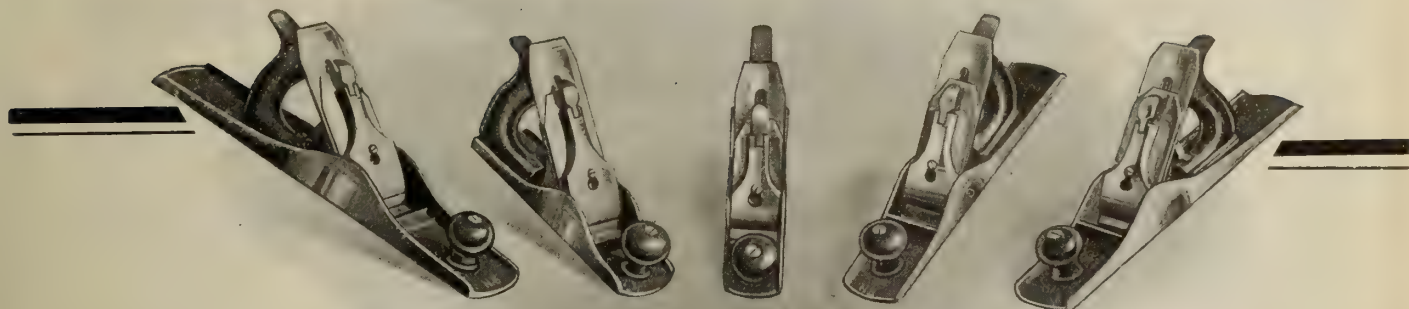
Give five changes of light, as follows—out, night light, dim, medium, and full. Can be attached to any lamp socket, and are fine for the bathroom, bedroom, bedroom or hall.

*Write for literature on any of these articles.*

**The Mainer Electric Co.**  
WINNIPEG

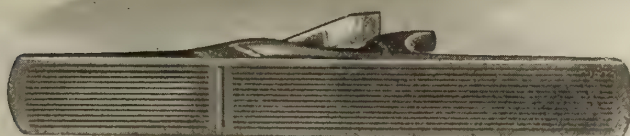
*If interested, tear out this page and keep with letters to be answered.*



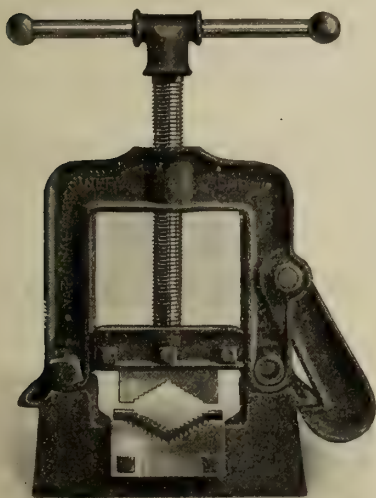


**National  
Planes**

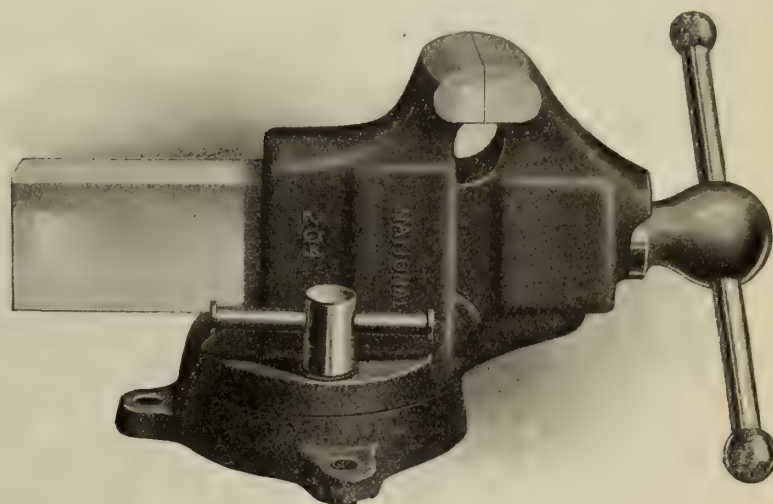
**National  
Planes**



We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.



**Malleable Pipe Vise**



**Machinist Swivel and Stationary Vises**

*THREE OF OUR BEST LINES*

*Write for Catalog and Discounts.*

**NATIONAL MACHINERY AND SUPPLY  
CO., LIMITED  
HAMILTON, CANADA**

*If interested, tear out this page and keep with letters to be answered.*



# Uncertain Market Conditions make it advisable to order well in advance

Every indication points to difficulty in getting the supply of items necessary for your trade in the near future. We will be glad to take up with you the question of orders for Fall delivery on such lines as

Hockey Skates, Hockey Sticks, Snow Shoes, Snow Shovels, etc.

## For Hunting and Duck Shooting Season

Winchester, Savage, Remington and Marlin Rifles, all calibres.

Single and Double Barrel Shotguns, in 12, 16, 20 gauge.

Winchester, Remington and Marlin Repeating Shotguns.

Ammunition, in unusually great variety.

## Hunters' Accessories You Should Carry

Decoy Ducks, Reloading Tools, Axes, Knives, Lamps, Gun Cleaners, Duck-back Waterproof Coats and Pants,

Sweaters and Sweater Coats, Shoe Packs, Moccasins and Snowshoes.

Shotgun Shells for Duck Shooting—Dominion, Remington, Winchester. We carry full lines and invite your enquiries.

**IMPORTANT!** We wish to remind you that we are selling agents for U. S. Poultry Netting and will be in a position to quote you at an early date for spring delivery.

### U. S. Poultry Netting

U. S. Poultry Fence is five or six times as strong and at least 100 per cent. better than the old style netting. It does not require top rail or base board. It is so made that it is impossible for it to have long and short wires or irregular sized and shaped meshes.



### U. S. Poultry Netting

U. S. Poultry Fence has parallel wires that cannot buckle, bag or sag, because there is no crosswise pull. It is built and stretches like a farm fence.

We have in stock at the moment full range of all sizes—

2 inch mesh from 12 inches to 72 inches.

1 inch mesh from 12 inches to 48 inches.

# RICE LEWIS & SON,

LIMITED

TORONTO

- -

ONTARIO

*If interested, tear out this page and keep with letters to be answered.*



# A Power Washer

## For the Home Without Electricity

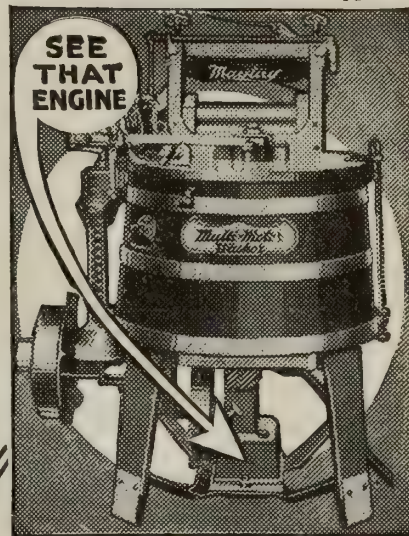
**T**HE number of homes in the Canadian West not served by electricity is legion. In every one of these homes should be a washing machine. These homes can have a washer run by gas, or gasoline, or kerosene or oil. Electricity is no longer a necessity.

Think of the opportunity this gives you to sell washers and to sell

# *The Maytag Multi-Motor Washer*

for the home without electricity.

**Y**OU confer a blessing on every home into which you introduce this washer; and the returns to you are substantial—you make a good, clear profit on each machine, and each owner of a MAYTAG MULTI-MOTOR WASHER influences a neighbor or several neighbors to have one. Also there is this: your sales of kerosene and gasoline will be increased and so the profit-making goes on and on.



*All of our washers are equipped with the swinging wringer.*

## Note Carefully The Illustration

**T**HE Maytag Multi-Motor Washer is not an experiment. It has long ago passed this stage. This is why it is

## GUARANTEED FOR 3 YEARS

**S**OME satisfaction to you to be able to say to your customer—"Madam, the makers guarantee this washer to you for three years." It is a big talking point.

Write for the exclusive agency for your town. Also for illustrated literature describing our three other washers: The Maytag Electric, Maytag Hand Washer and the Maytag Power, equipped with pulley to be run by a separate gas engine. If in business in Alberta, send your orders to The Merchants Hardware Specialties, Ltd., Calgary, Alta.

# The Maytag Co., Limited

## Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# STEEL

Sheets and plates - any width up to 50 inches,  
any thickness up to one inch.

Merchant bars, shafting and heavy forging of all kinds.

PIG IRON FOR FOUNDRY USE.

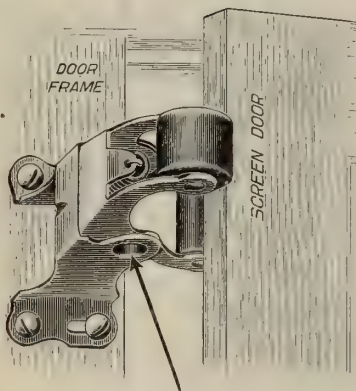
UNSURPASSED  
EVAPORATION  
HIGHEST IN CARBON

# COAL

LOWEST IN ASH  
BEST ALL ROUND  
STEAM COAL.

The Nova Scotia Steel & Coal Company  
LIMITED.

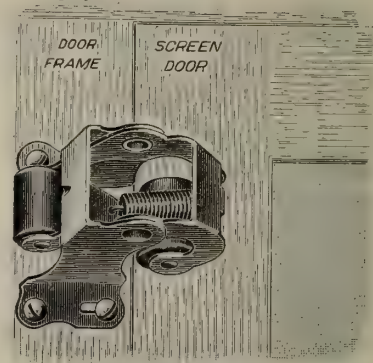
NEW GLASGOW, N.S.



The Open Door

## Mallory's Marvel Door Spring

*For Screen Doors,  
Storm Doors, etc.*



The Closed Door

The Mallory Marvel Door Spring is of recent origin, and a boon to the public. Its mechanical construction, being made up of ten distinct clauses, not only improves its working, but also reduces cost of production over anything of its kind on the market. Travellers mounted samples ready in October.

*Jobbing trade respectfully solicited.*

ADDRESS

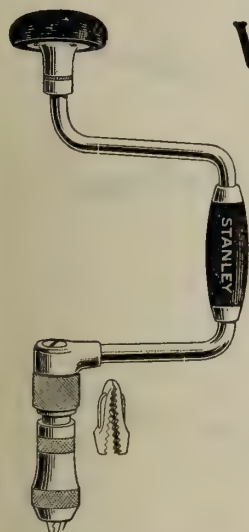
**G. W. MALLORY, Blenheim, Ontario**

*If interested, tear out this page and keep with letters to be answered.*



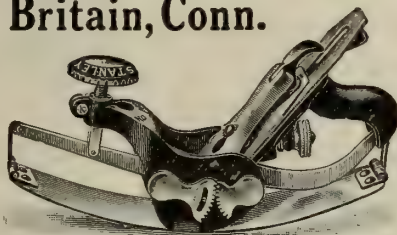
# SKILLED MECHANICS ORDER STANLEY TOOLS BY NAME

## Why Waste Time Offering Substitutes?

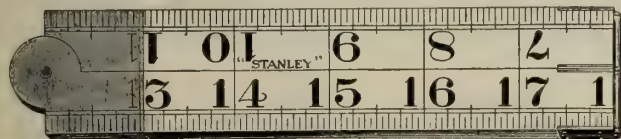


The concealed ratchet brace No. 921, mechanically perfect, beautifully finished; a most dependable tool.

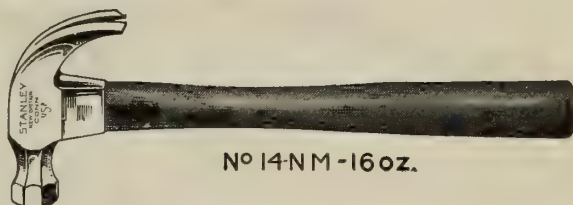
To build up a sound, permanent tool business, we advise carrying the great, leading line made by "Stanley" at Roxton Pond, Que., and New Britain, Conn.



No. 113 Circular Plane, accurately adjusted.

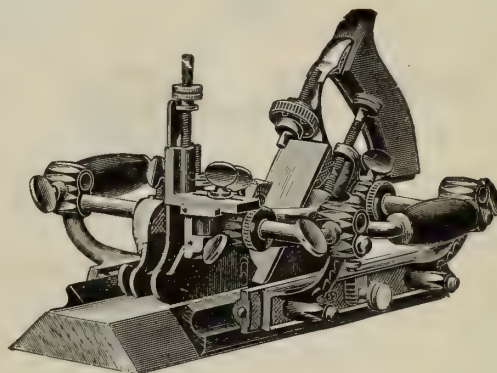


It will pay you to sell Stanley Rules. They are as perfect as rules can be, and satisfy the most exacting mechanic.



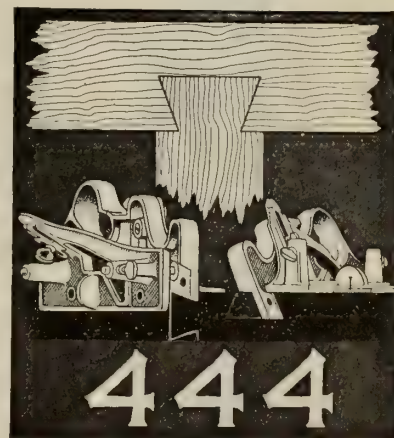
No 14-NM-16 oz.

Stanley Hammers are properly hung. The right tool for a particular carpenter.



Almost every carpenter must have a Stanley Universal Plane.

No. 444 Plane is for making dovetail, tongue and groove. A most useful wood workers' tool.



A TOOL THAT'S STAMPED  
**STANLEY**  
IS THE BEST OF ITS KIND

The Stanley Breast Drills with steel frames, the Stanley Hurwood Screwdrivers are the best to be had at the price.

WHOLESALE DISTRIBUTORS:

# CAVERHILL, LEARMONT & CO. MONTREAL

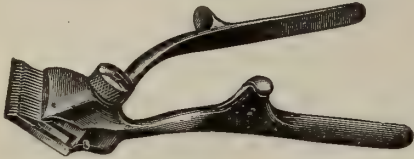
*If interested, tear out this page and keep with letters to be answered.*



# PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

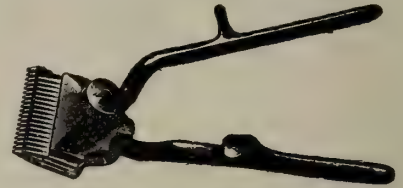
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



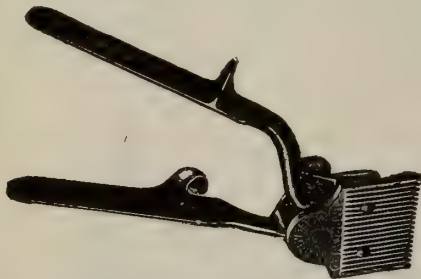
STANDARD No. 0, No. 1 and No. 2.  
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER  
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



SPEED  
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN  
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

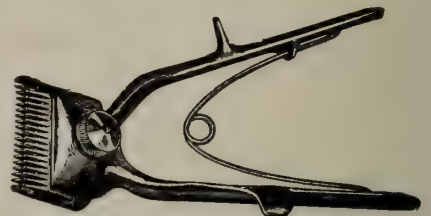
**A. MacFarlane & Co.**

Coristine Building, Montreal

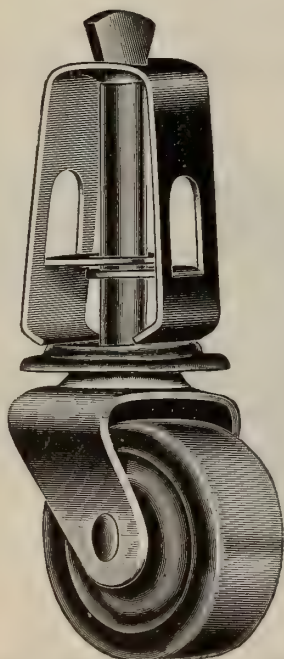
Canadian Agents for

**Wiebusch & Hilger, Ltd.**

New York City



CADET  
with visible spring, retailing at about \$1.00.



Full Size Cut L-5-5  
For 1 1-16" iron bed.

## FAULTLESS CASTERS

*with*

## FAULTLESS SERVICE

**will please you**

2500 different sizes and styles of casters from which to make your selection—all packed in paper boxes with neat labels for YOUR convenience.

### Faultless Caster Company

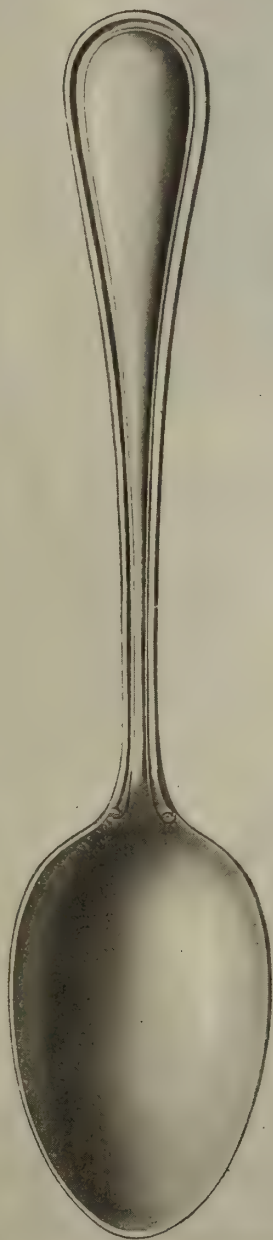
Evansville, Indiana



*If interested, tear out this page and keep with letters to be answered.*




# The York



YORK MINSTER, ERECTED EIGHTH CENTURY.


**N**EW, beautiful and historic, **The York** pattern, the modern expression of the classic English Thread, is introduced to the trade at a fitting time, when thoughts and memories of the motherland are uppermost in our minds. Each passing day crowded with momentous events serves to bind us closer to the traditions of our forefathers and deepen our love for old Britain.

**The York** is made in all pieces in the justly famous  SXR line. Our travellers are now calling on the Trade with samples. We invite your inspection of this new pattern.

**Canadian Wm. A. Rogers**  
570 KING STREET WEST LIMITED  
TORONTO

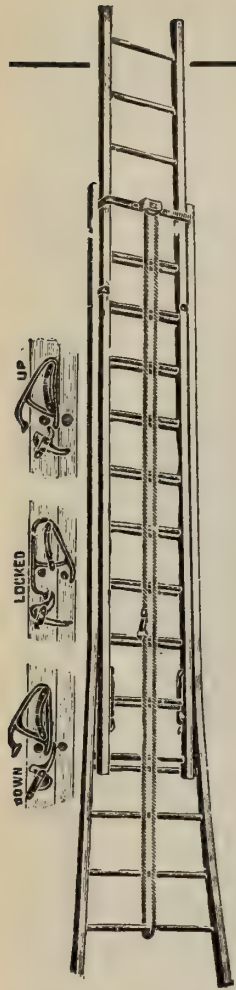
Branch Showroom at Hammond Block

Winnipeg

Stamped Wm. A. Rogers  SXR

*If interested, tear out this page and keep with letters to be answered.*





### THE PERFECT FRUIT STEP LADDER!

Very convenient for fruit gathering. Also an excellent general purpose ladder, as it can be used on uneven ground without danger of upsetting. Wonderfully strong.



### HERCULES

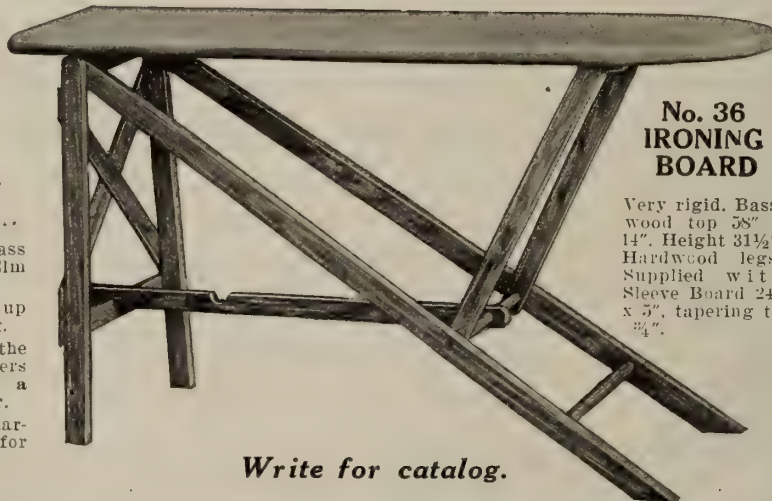
Absolutely the strongest step-ladder made. Made of the best materials. Steps and top wide and strongly trussed. Will hold over a ton and a half in weight. You can recommend it just as highly as you want to—it will back up anything you say of it. A ladder which appeals to everyone. A strong seller.



### FAULTLESS

Clear stock, wide steps, strong galvanized steel ears riveted to the top and to the risers, and an iron rod under every step, having a galvanized steel washer at each end of sufficient size to cover the rails which hold the step, thereby preventing them from working out, as is often the case.

The reliability of this ladder makes it a great favorite with electricians and plumbers.



### No. 36 IRONING BOARD

Very rigid. Basswood top 58" x 14". Height 31½". Hardwood legs. Supplied with Sleeve Board 24" x 5", tapering to ¾".

*Write for catalog.*

### ROPED EXTENSION LADDER

Made from strictly first-class Yellow Pine and Rock Elm rounds.

Rounds so placed as to take up all strain and prevent sagging.

Our method of attaching the ropes to all extension ladders means easy operation and a great convenience to the user.

Absolutely the best on the market, and the ladder speaks for itself.

**Highest Quality** THE STRATFORD MANUFACTURING CO., LIMITED **Good Profit**  
STRATFORD, CANADA

*If you want easy-fitting Eavetrough and Conductor Pipe order from us.*

GET OUR PRICES FOR GALVANIZED IRON SHEETS.

**WHEELER & BAIN**



Also Elbows, Ridge Roll, Valleys, Skylights, Ventilators, etc., and Corrugated Iron.

*We ship while others are thinking about it.*

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**

*If interested, tear out this page and keep with letters to be answered.*



*"Reliable Merchandise Insures Profits."*

## When ruling prices are high, it pays to buy quality goods

When prices are high you get a better return for your money if you purchase goods of reliability than if you purchase lower grades.

In the first place, quality goods are not so very much higher in price than the inferior. Secondly, when you measure the greater durability and the satisfaction born of knowledge that they are articles of sterling value, to say nothing of the finer finish and enhanced appearance, and in cases where the safety of supplies insures you against heavy losses, you are the gainer by a large margin.

When you are in need of any of the following lines, buy the best:

**Light and Heavy Hardware  
Construction Supplies  
Ship Chandlery and Outfits  
Plumbing and Steamfitting  
Goods  
Paints, Oils and Varnishes**

# Wm. Stairs, Son & Morrow, Limited

**Established 1810**

**EASTERN CANADA'S SUPPLY HOUSE**

**HALIFAX, N.S.**

*If interested, tear out this page and keep with letters to be answered.*



## "Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co.,  
Hamilton, Ont.

Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing.

Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

## Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock" which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking. The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

### Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

**Banwell-Hoxie Wire Fence Co., Ltd.,**  
Winnipeg, Man. Hamilton, Ont.

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

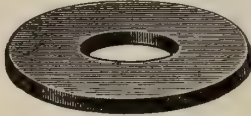
All leading Jobbers stock  
them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.

## Wrought and Steel Plate WASHERS

*of all descriptions*



Annealed  
Rivet Burrs.

Felloe Plates.

Sheared and  
Punched Plates.



Malleable Washers  
and Cast Iron Washers.

Round & Square  
Plain or  
Galvanized

**Prompt Shipments**

**Wrought Washer Mfg.  
Company**  
Milwaukee, Wis.

## Wire Cloth

*of every description*



Our Double Crimp  
process of weaving en-  
sures a very rigid fab-  
ric. Our production is  
second to none. Our  
prices are right.

WRITE FOR CATALOG.

**Canada Wire & Iron  
Goods Company**

Hamilton, Ont.

Eastern Representative,  
H. F. O. Eull, 184 Marce  
St., Montreal, Que.

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**E**VERY Universal sale you make during the summer rush is a preparation for the constantly growing demand for these appliances during the winter months.

## UNIVERSAL HOME NEEDS

Your customer of this summer by winter time will have had several months' demonstration of the exclusive features and serviceability of his particular Universal purchase. Proper foresight now in planning your sales and in keeping up your stock will make him a customer again for other numbers in the Fall.

**Landers, Frary & Clark**

UNIVERSAL New Britain, Conn. UNIVERSAL

A. MACFARLANE & CO., Montreal  
Canadian Representatives



No. E970  
Electric Immersion  
Heater



No. 320  
Lunch Kit with Extra Trays



No. E9435  
Electric Coffee Percolator



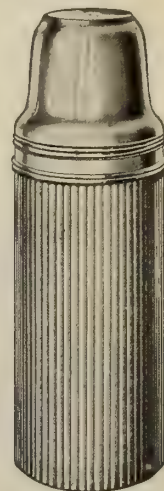
No. 842  
Vacuum Tankard



No. E997  
Electric Disc Stove



No. E9841  
Electric Single Portable Range



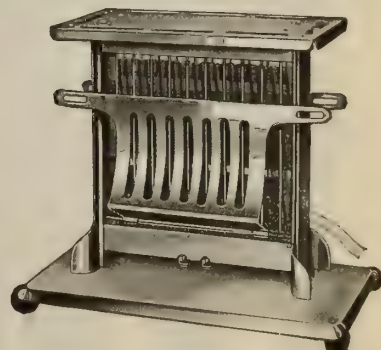
No. 92  
Vacuum Bottle



No. E9166  
Electric Coffee Urn



No. E921  
Electric Chafing Dish



No. E946  
Electric Toaster

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# The Result of selling a Quality Article



## Result: MORE PROFIT

Quality goods naturally bring a higher price and they bear a larger margin for profit.

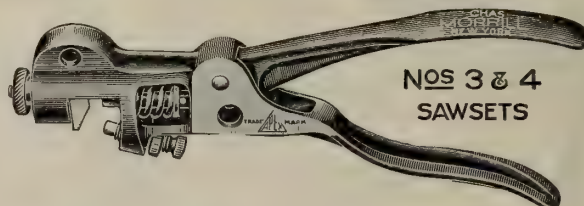
Don't be backward about talking quality to a prospective buyer, *because your business will suffer* if he buys low priced goods and is dissatisfied with the service.

It may take a little more effort to sell quality goods but you will be amply repaid in the extra profit and satisfied customer, and you may rest assured that there'll be no dissatisfaction or complaints.

### No. 1 Box Opener



Drop forged in one piece, has the balance of a hammer with the strength of a claw bar.



No. 3. For single-toothed cross-cut and circular saws. 14 to 20 gauge.

No. 4. For double-toothed cross-cut and circular saws. 14 to 20 gauge.

MORRILL'S TOOLS ARE QUALITY ALL THE WAY THROUGH—

they live up to the last letter of every claim set forth for them—they *never* disappoint.

SEND FOR CATALOG OF THE COMPLETE MORRILL LINE.

**CHAS. MORRILL**

94 LAFAYETTE ST. NEW YORK

**W. BRUCE MORROW, TORONTO**

Canadian Sales Agent

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# *"Goods of Quality"* **SAWS** *"Goods of Quality"*

IF experience teaches, and it surely does, then we have learned much about the making of saws. For over 80 years, and into the third generation, 61 years of which have been in Canada, we have been making saws for Canadian users.

IN 1832, Joseph Flint, of honored memory, began to manufacture saws, and in 1855 started to manufacture at St. Catharines, Canada.

The history of Canada goes back to pioneer bush days, when forests on the shores of the Great Lakes, and in the interior, were being cleared away, and when trees were reduced to ashes by intention, quite as much as they were into lumber. Yet 61 years ago our saws were doing their destined work. To-day the making of saws in Canada is a very important industry, and we have legitimate pride in the reflection that our saws are esteemed more than ever, because of their long record of honest quality, and of their wide use.

THE present principals of the R. H. Smith Co. Limited, are C. J. Shurly, president, R. F. Shurly, vice-president; Fred Shurly, general manager and treasurer; W. H. Byrne, general superintendent, and M. M. Parks, secretary. C. J. Shurly is a son-in-law, R. F. Shurly and Fred Shurly, grandsons, of the former Joseph Flint.

Fred Shurly was associated with his father for many years



C. J. SHURLY, President

as a saw maker and salesman and is widely known to saw buyers throughout the Dominion. H. W. Byrne is a saw maker of long experience, both in the United States and Canada. For 14 years he was connected with the lumbering industries of the Ottawa Valley.

In 1876, at the Centennial Exhibition of Philadelphia, R. H. Smith Co. was awarded the Gold Medal for highest quality of saws.

DEALERS in saws are cordially invited to correspond. Our slogan is Quality and Service. Our pledge is to supply you with a very superior article, at a just price. We take great satisfaction in the fact that our product is a Quality product, and that we have the long-standing custom of hundreds of Canada's best dealers.



Just this word in conclusion. The outlook for saw business is brightening—because of assured activity in the settlement of new country following the establishment of peace, and the flow of immigration, and because of greater industrial and building enterprise already present.

## R. H. Smith & Company, Limited

Established 1855  
61 Years Ago

St. Catharines, Ont.

Yet Younger Than  
Ever in Vigor

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## "YANKEE" VISE

No. 1993

### WITH SWIVEL BASE

**A GREAT LITTLE VISE  
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws  $2\frac{3}{4}$ " wide,  $1\frac{7}{8}$ " deep,  
opening  $3\frac{1}{8}$ ", Base  $7\frac{1}{2}$ " long.

*Your Jobber will supply you.*

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.



**Mr. Hardware Dealer**  
are you tired of listening to  
the repeated complaints that  
the **BRUSHES** you carry



"SHED HAIR"  
"ARE AS SOFT AS A RAG"  
"SPREAD LIKE A PEACOCK'S TAIL"  
"WORK LIKE A SPONGE"  
"WON'T CARRY COLOR"  
"ARE TOO THIN ON TOP"  
"DON'T WEAR WELL"  
"ARE POORLY CHISELLED"  
"ARE AS COARSE AS A BROOM"  
"STUMP TOO SOON"  
"ARE NO GOOD"

If so you **DO NOT**  
carry

**SIMMS  
BRUSHES**

as they are free from  
the cause of all such  
complaints

Backed by 40 years' experience in brush making; built in the finest and most up-to-date plant used in the business by men specially skilled in the art of making **GOOD BRUSHES** and sold at a price no higher than the common kinds. **CAN YOU AFFORD to be without these BUSINESS BUILDING BRUSHES?**

We are prepared to put before you the most complete line of brushes

MADE IN CANADA

Write us for particulars.

**T. S. Simms & Co.**  
Limited

St. John (Fairville), N. B.



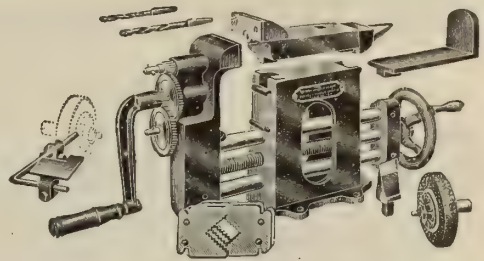
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# A Rattling Good Seller

That always pleases the buyer and helps sell more.

Has most remarkable record for pleasing purchasers. All sold on "money back if not pleased" basis.



## Stewart Handy Worker

### *It consists of*

A strong and powerful steel faced vise, up to 4½ inches. Width of jaw 4 inches. Cutting hardie. Steel pipe vise takes up to 1½ inch pipe. Drill press which may be operated at two speeds. Strong, sturdy anvil. Corundum grinding wheel, 5 inches x 1 inch. Three speeds, direct, 4 to 1, and 16 to 1.

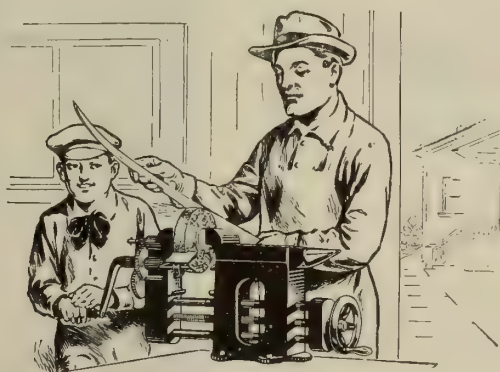
### A Few of Its Uses are Illustrated

There are hundreds of places it can be used about any farm, home, garage, small shop, etc.

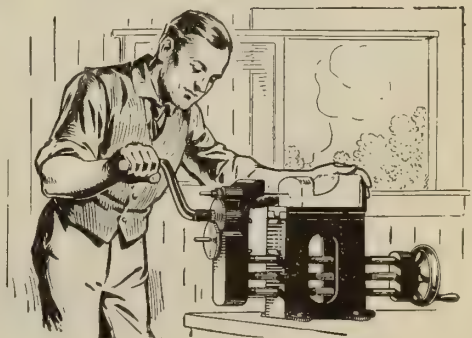
Weights, boxed 90 pounds. Sells to User for . . .

**\$14.00**

### *The Tool of 100 Uses*



Your jobber can supply it, or order direct from us. There is a **substantial** profit in every sale. Order in a few, or write us.



**CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, Chicago**

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**SPECIAL ATTENTION!****Western Canadian Hardwaremen****Catalogue No. 216      Ready for Distribution**

Contains full information regarding our complete line of Western-made

**Sheet Metal Building Goods***and***MAX Farm Specialties**

This handsome catalogue contains many new lines that will be very interesting to your customers. You need it on your counter, within easy reach, to get the full advantage of the Fall business. Be sure to study it carefully yourself and instruct your clerks to make frequent use of it. If your copy has not been received write at once so that we can trace it.

**WINNIPEG CEILING & ROOFING CO., Limited****Box 3006****WINNIPEG, MAN.**

Calgary, Alta.: Sheet Metal Manufacturing Company, Limited.

Edmonton, Alta.: Edmonton Metal Works, Limited

*This Electric Sign in Your Store Window will Surely Bring You Big Business and It Is Absolutely* **Free**

**THIS IS ONLY ONE OF OUR MANY**

**O-Cedar**  
**Polish**

**(MADE IN CANADA)****DISPLAY DEALS**

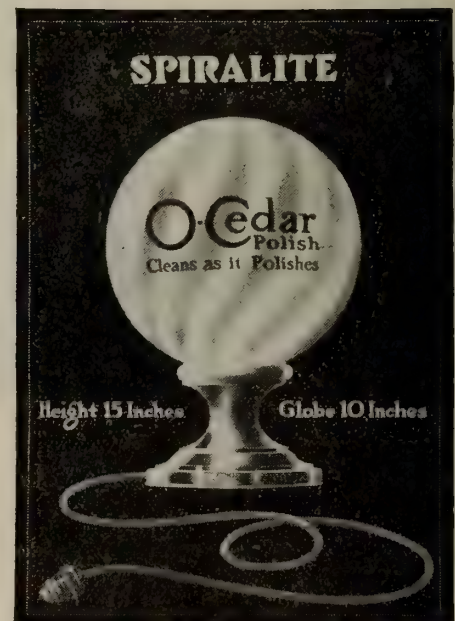
This is the most attractive electric sign there is. Inside the frosted globe is a revolving many-colored fan giving constantly changing colors. Everyone will stop at your window to watch it.

Display Deal No. 63—

Order 3½ doz. 4 oz.; 7 doz. 12 oz.; ½ doz. quarts and you get a Spiralite Electric Sign *Free*.

Display Deal No. 64—

Order 10¾ doz. 4 oz.; 4 doz. 12 oz.; ¼ doz. quarts and you get a Spiralite Electric Sign *Free*.

*Ask Your Jobber for Full Information About All Deals.***Channell Chemical Company, Limited, Toronto, Canada***If interested, tear out this page and keep with letters to be answered.*



## CRESCENT TOOLS

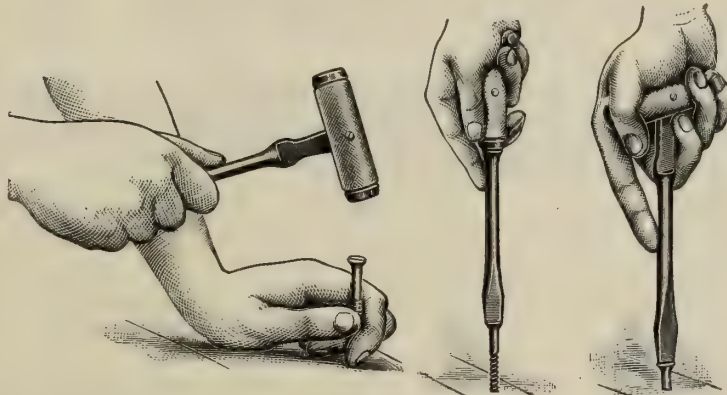


FIG. 1

FIG. 2

FIG. 3

### CRESCENT HAMR-HANDL SCREW DRIVER

■ ■

**Y**OU start the screw by using the handle as a hammer (Fig. 1). Then use as an ordinary screw driver (Fig. 2). When the screw is nearly set and difficult to turn, spring the handle into position and finish easily (Fig. 3).

#### MADE IN THREE SIZES—

Style	Length of Blade	Width of Point	Price
K-24	4 in.	$\frac{5}{16}$ in.	\$7.80 per doz.
K-25	5 in.	$\frac{3}{8}$ in.	8.40 per doz.
K-26	6 in.	$\frac{1}{2}$ in.	9.00 per doz.

DROP FORGED, HARDENED AND OIL TEMPERED

■ ■

### CRESCENT TOOL CO.

*Manufacturers of Famous Crescent Wrench*

JAMESTOWN, N. Y.



# STAINLESS

## TABLE I·XL CUTLERY

Manufactured by  
**GEO. WOSTENHOLM & SON**

4618T



4618T

Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath-brick and knife-cleaning boards.

Can be used on fruit or anything containing acids without fear of rust or terrible stains.

Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

**GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE**

**A. MACFARLANE & CO., Montreal, Canadian Representatives**

## Coal will be too dear to waste this winter

The demand for Ash Sifters will be greater than ever.

## CANADA Dustless Ash Sifter

will prove a ready seller because it minimizes labor, permits no waste and is **positively dustless**. It cuts coal bills in two and lasts a lifetime.

*"I can sift ashes now"*



A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

**FOR STOVES AND FURNACES**

A most desirable line to sell because of profit and satisfaction.

*For sale by all leading jobbers everywhere. Particulars on request.*

**J. SAMUELS, TORONTO, ONTARIO**

**SEE OUR EXHIBIT AT CANADIAN NATIONAL EXHIBITION, TORONTO**

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# A Money-Making Line American Self-Oiling Grinders

Here is a line of grinders you have been looking for. A grinder for the Shop, Farm and Home that is built on real merit and backed by actual performance. Every machine equipped with CARBORUNDUM wheels. The line is complete—TOOL GRINDERS—SICKLE GRINDERS—POWER GRINDERS.

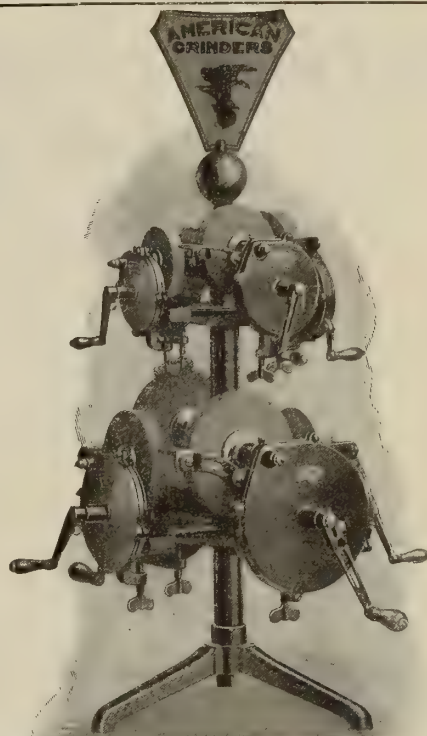
The materials and workmanship entering into the construction of the American Grinders are of the highest quality. Every grinder is made right and carefully inspected before it is allowed to go out. Evidence that the material and construction are right is that repair parts are seldom called for. Neither Jobber, Dealer nor Consumer has the least trouble with breakage on American Grinders.

ORDER THROUGH YOUR JOBBER and get the goods laid down at your door at the lowest duty cost. Insist on the American Self-Oiling Grinder with the Malleable Clamp. They cost no more than ordinary grinders. If your Jobber can't give you service, write direct to Factory, or

Western Agents: Merchants Hardware Specialties, Calgary

Eastern Agents: John H. Graham & Co., New York City

**American Grinder Mfg. Co.**  
Milwaukee ∴ Wisconsin ∴ U.S.A.



This Display Stand furnished free to Dealers with their first order for American Grinders. It allows a thorough inspection of the machines displayed without the necessity of handling, and permits sales-making demonstrations.

# NAILS AND WIRE



## WIRE NAILS

Any size—Any pattern.

## WIRE

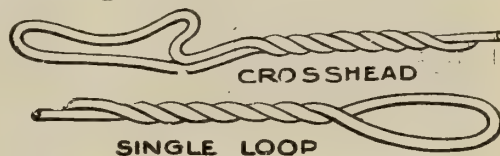
Bright, Annealed, Coppered, Stove Pipe, Liquor Finished, Square, etc.

Special O & A Wire.

## Wire Fence Staples

## WIRE BALE TIES

for baling Hay, Pulp, Box Shooks and many other things.



## BALING WIRE

Our manufacturing facilities assure you the very best in quality and reasonable price. Being closely connected with four railways we can assure you a top-notch delivery service.

**The Laidlaw Bale-Tie Co., Limited**  
HAMILTON, CANADA

A. T. Diggins, Stair Bldg., Toronto, Ont. Harry F. Moulden,  
Winnipeg, Man. H. E. O. Bull, Montreal, Que.  
Geo. W. Laidlaw, Vancouver, B.C.

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# McFarlane Ladders and Woodenware are built upon the service idea.



WHEN YOU SELL OUR PRODUCTS YOU GIVE THAT SATISFACTION WHICH IS SO ESSENTIAL TO THE PROCURING OF YOUR TRADE'S CONFIDENCE AND A STEADY FLOW OF REPEAT ORDERS.

Be sure to see our exhibit at the Toronto Exhibition, in the Manufacturers' Annex, under the Grand Stand. Let us show you why it will pay you to handle our goods.

The Standard Step Ladder. A light but strong Ladder, being reinforced with an Iron Rod and 2 large washers under every step, with our Special self-locking brace, making this Ladder a good seller to the Painting and general trade.

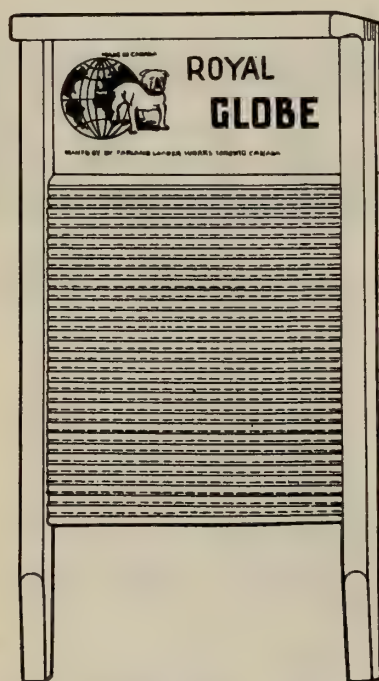
## McFarlane's Pulley Extension Ladder

This ladder has been our big seller for years. It can be taken apart and used as single ladders. It is self-hooking and self-releasing; is very light and strong, being reinforced with wire cable, let into a groove on the back of the ladder.

The ladder is spread at the bottom to correspond with the length. Made of Clear Pine and B.C. Fir, Malleable Iron Castings, Rock Elm Rungs, and nailed together.

### Stock Sizes:

20, 24, 26, 28, 30, 36, 40, 44 feet 2 section style; 46 ft. to 60 ft. 3 section style.



Royal Globe Wash Board

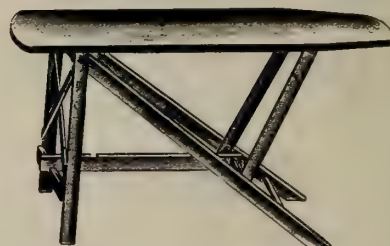
This is our best selling Zinc Face Wash Board, made of good clear lumber with light back, lock corners, and a wide splash board.

We make also the Solid Back Globe, Glass Globe, Pony, and the new Queen City Globe, a cheap yet good board with a tin washing plate, substituting the zinc.



## Boys' No. 44

This is a cut of our Boys' Sleigh, No. 44. We are making a complete line of boys' coasters, also a superior line of steel flexible coasters. Get our illustrated price list before placing your order.



## Daisy Ironing Stand

Made from selected lumber and guaranteed to be one of the most rigid on the market.

## McFarlane Ladder Works

158-160 River Street, TORONTO, Ont.

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# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, AUGUST 19, 1916

No. 34

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# High-Grade Qualities

When buying or recommending Dominion Rubber System products you can depend upon high-grade qualities. That protection is being appreciated more and more by users of Rubber Goods, no matter for what purpose the need may be.

## Absolutely High-Grade Quality is Our First Consideration

Dominion Rubber System qualities combined with Dominion Rubber System value and service, make it well worth your while to insist on having Dominion Rubber System products.

*If you cannot get what you want,  
write to our nearest branch or to our  
Head Office, where your request  
will receive prompt and courteous  
attention.*

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**Canadian Consolidated Rubber Co., Limited**  
**MONTREAL, P.Q.**

---

**28 "SERVICE" BRANCHES THROUGHOUT CANADA**

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Made in thirteen sizes.

Special Chains made to order for all manufacturing purposes.

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Derrick and Hoist Ropes,  
Hay Fork Rope,  
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Sash Cord,  
Galvanized Strand,  
Wire Clothes Lines.



Wire Staples. Galvanized Netting,  
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## WIRE WORK

Window Guards,  
Sand, Gravel and Coal Screens,  
Counter Railings,  
Wire Door Mats,  
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Brass Strainer Cloth,  
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Regalvanized Cloth,  
Fly Screen Cloth,  
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Office Window Blind Cloth,  
Fanning Mill Screening,  
Antique Rustless Bronze Screen Cloth.

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HAMILTON, ONT.

MONTREAL, QUE.

*Order from your jobber*

*If interested, tear out this page and keep with letters to be answered.*





# MEAKINS Brushes

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THEY stand for honest workmanship, honest materials and the perfection of designing. They are brushes you can bring to the attention of brush-buyers and brush-users with fullest confidence.

Always remember that a poorly-made brush or a brush of inferior materials is a dangerous brush to sell. Price will be forgotten, and only the sense of resentment will remain—against the makers of it and the dealer who sold it. Protect yourself by handling a brush branded with the maker's name, a maker who accepts responsibility for his products. Thus you are safeguarded.

OUR CATALOGUE—Have you it? If not, get it and study it. Then give your order through your jobber.

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**Meakins & Sons, Ltd.**  
HAMILTON, ONTARIO

Warehouses: WINNIPEG, LONDON, TORONTO,  
MONTREAL





## Dominion Shot Gun Shells

are on your shelves ready for the fall hunting season which opens soon. Most hardware men are sportsmen and know what a new lease on life is secured by a good day in a blind or behind dogs. It will

### Mean Business for You and Good Sport for Your Customers

to display your hunting supplies so that the call of the marsh and the bush will be irresistible.

You can get closer to a customer through your sporting goods department than in any other way.

*Write us if you have not received  
ad. matter.*

**Dominion Cartridge Company,  
Limited, Montreal**

*If any advertisement interests you, tear it out now and place with letters to be answered.*





## Ammunition That Doesn't Make Cripples

Too many hunters, because of thoughtlessness and the use of inferior ammunition, allow wounded game to escape and suffer. Dealers can do their part to prevent this foolish destruction by selling

### Dominion Shot Gun Shells and Cartridges

"Hit hard and stop" is the motto behind every Dominion Cartridge.

This means game cleanly gotten—more enjoyment for the hunter—increased sales for the dealer.

*Dominion is the only ammunition made  
in Canada.*

Dominion Cartridge Company,  
Limited, Montreal





## The Stanley Garage Door Holder is being applied to even more old garages than new

Have you Stanley Garage Hardware in stock and are you getting your share of this business? Garages are being put up in your neighborhood every day; and they all have hardware of some sort. An ever increasing number of the garages built have Stanley Hardware.

Ask for our Garage Hardware Catalogue "R." It is a rather surprising book.

**Stanley Works**

NEW BRITAIN,

CONN., U.S.A.

Canadian Representative—A. MACFARLANE & CO., Coristine Building, Montreal

NEW YORK:  
100 Lafayette Street

CHICAGO:  
73 East Lake Street

*If any advertisement interests you, tear it out now and place with letters to be answered.*



Canada's  
Only  
Weekly  
Hardware  
Paper

# HARDWARE *AND* METAL

Published  
Every  
Saturday  
Since  
1888

Vol. 28

TORONTO, AUGUST 19, 1916

No. 34

## Planning Ahead

**T**HE most successful business men never go ahead until they know what is before them. In business the man who plans ahead, and who thus gives the best service, is the man who makes the greatest success.

*Success does not come by chance alone. The measure of your service is the measure of your reward.*

*The articles on the following pages are descriptive of actual business experiences—not theory. They are based on interviews with successful business men. The merchant who plans ahead can secure many ideas for his Fall campaign by studying the reading matter in this issue.*



# Stove Demonstration Brought Results

*London, Ont., Hardware Firm Sold Over Sixty Oil Stoves in Short Period of Six Weeks  
—Cooking of Biscuits and Brewing of Tea Was Done in Window by Cook—Hot  
Biscuits and Tea Served—Hardware Business Generally Good.*



*A lady demonstrator baked biscuits and gave a demonstration of the cooking qualities of the stoves. Many stoves were sold as a result of the demonstration. The accompanying article tells how the demonstration was carried on. At times the demonstrator worked in the store window.*

and tea made on the spot were served to those who were interested enough to go inside.

"The number of sales which resulted from these demonstrations has clearly demonstrated their value," stated Thomas Jones, manager of Cowan's Hardware, to a Hardware and Metal representative. "They are a means of bringing the stove before the people in a way that it would be hard to do in any other way. When they see with their own eyes and taste with their own taster the product turned out by the stove it is a most convincing argument. We have had no difficulty in making sales, and are greatly pleased with the result obtained. Of course, much depends on the cook in charge. If the biscuits are not good, the demonstration will leave a flat taste in the mouth and doubt in the mind of the one to whom the dealer is anxious to sell a stove. In this respect we were very fortunate in having a woman who could make biscuits and brew tea to a nicety. With an oil stove that did its work completely there was no trouble in demonstrating the advantages of such a stove."

## **Demonstration Continued for a Week**

This company is of the opinion that the demonstration should be made of sufficient length to make it worth while.

In their own instance it was in progress for a week. At the time of year the demonstration was put on the weather was somewhat inclement and this prevented people from stirring out in as large numbers as they might possibly otherwise have done. People are not inclined to move out on shopping expeditions on rainy days, and this possibly interfered with sales to a certain extent. But with over sixty sales to their credit during a selling season of six weeks this firm states they have every reason to be satisfied with the result of their campaign. It should be stated that these sixty stoves were possibly not all as a result of this demonstration, as the sale of the stoves had been in progress during the weeks of spring immediately preceding the demonstration. But the net sales directly attributable to the demonstration proved that the system had merits beyond doubt.

## **Volume of Hardware Business Large**

This firm has been greatly pleased with the hardware business in general during the present year. "There is very little building going on now, but our trade is as large as it ever was," declared Mr. Jones. "The demand for other articles seems to be making up for the falling off in the building lines. We have made no particular effort to de-

**T**HE Cowan Hardware Company of London, Ont., are firm believers in the value of demonstrations as business-getters. And they apparently have good reason to be. For during six weeks of the present season they sold no less than sixty oil stoves. They attribute the volume of sales largely to the advertising methods they used. This consisted in a demonstration made on the stoves in the window by a woman who showed the stoves in actual operation and the work they could be depended upon to do. Attention was drawn to the demonstration through a large streamer placed outside the store just below the window. In the newspapers an announcement was made that the demonstrations were to be held and an invitation extended to visit the store and see the stoves at work. Inside the store a salesman devoted his time to prospective customers who came in to make inquiries. Biscuits baked on the stoves



velop the trade. It has simply come to us because the people wanted the goods and had the money to spend on them. Apparently there is more money around at the present time than ever before. This is easily traceable to the fact that all manufacturing plants are busy and good wages are being paid to all their employees.

"Collections, too, have never been better. There is no delay in returning the money once the bill for the same is sent out. It is only a matter of a day or two after the bills are mailed until the debtor calls to pay his bills. I would say that business this year has resulted in a number of surprises. It has been even larger than we could take care of. The problem to secure efficient help has been a big one. We have just had to work with a limited force, do what we could and let the rest go. If there had been sufficient help there is no question but that the amount of business would have been considerably more," said Mr. Jones.

#### Branching Into Accessory Lines

This firm has been extensive handlers of carriage hardware for some years past. Recently they have seen which way the wind is tending along these trade lines, and have added motor accessories. "There are indications that more and more people will turn to the automobile instead of the horse and carriage. We thought the present an opportune time to get into this branch, and accordingly stocked a complete line of accessories. Our stock was added some ten weeks ago. The trade has been good. Here again we have not been able to get the maximum trade out of this branch because of the shortage of help to look after the trade. But this trade should undoubtedly be a growing one. The automobile industry will be an ever-increasing one in Canada.

"As to the advantage of demonstra-

tions in lines other than stoves we are convinced they could be used to good advantage. By proper organization of the demonstrations and with the right people to handle it we are convinced they can be made an excellent means of advertising. Our experience in the stove demonstration and in other demonstrations has led us to form a favorable opinion of the demonstration as an advertising medium."

#### First Venture in Stoves

By the end of July this firm had increased their sales of these oil stoves to a number exceeding one hundred. The results were better than anticipated. It was the first time this firm had embarked in the stove business and the first season's trade was an eloquent demonstration of what could be accomplished if the business is taken up in the right way. This firm is also alive to the opportunities presented in making one stove sell another stove. Many farmers who purchased a stove passed the word along to some of their neighbors that they were pleased with the results. "There is Mr. Blank who lives out your way. He is in town to-day. He recently purchased one of these stoves. Ask him how he likes it," said the salesman to a hesitating farmer. The farmer in question delayed his purchase long enough to go down to the market to find his neighbor and to make inquiries. In this way stoves already sold in many instances helped to sell others by a word placed at the right time.

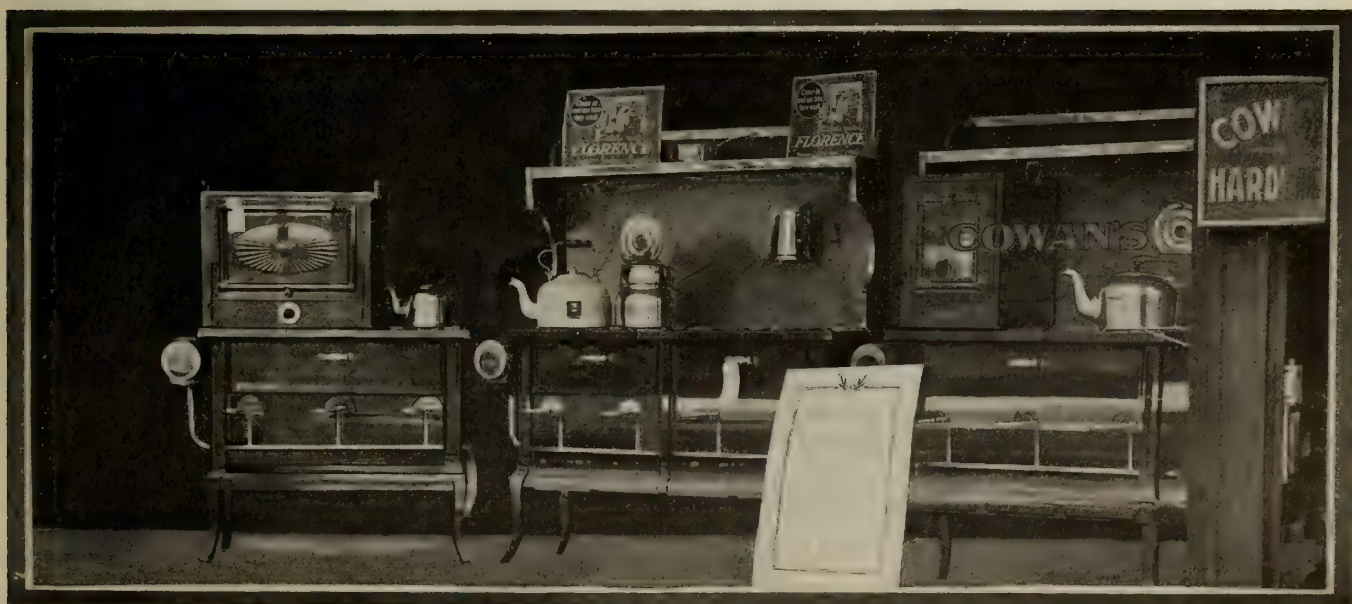
#### Value of Organization and Planning

The results of this demonstration and the sales methods used were full proof to the Cowan Hardware Company that it pays to plan out a selling campaign and go after it in the spirit that is sure to bring results. They have been somewhat backward about taking on the

agency of stoves but are now thoroughly convinced that it is a good line to carry. To sell over one hundred oil stoves during the first season speaks well for the value of mapping out a course of action. What they have been able to do in this line the Cowan Hardware Company feels assured can be done in other lines as well. Demonstrations, the right kind of advertising and competent assistants to carry out the work and look after the sales were part of the planning of this concern.

#### Farmers Buying More Stoves

Farmers' wives are getting over the idea that they must swelter by a hot range during the summer months. For this reason they are turning their attention more and more to ways of eliminating these drains on their vitality. The farmer also is coming to see that it is well to conserve the energies of his wife the same as he would conserve the life of other things around his farm. One of the methods by which this is being helped out is through the oil stove. It eliminates work and does away with a great amount of heat. Farmers as a class often follow along the lines set by other farmers. When it becomes known that one of their neighbors has secured an oil stove as a germ has started to work in the community that should net other results if the merchant seizes his opportunity to see that it germinates properly. Word should be passed along that one of their neighbor's has invested with the request that they be asked how it does the work. There is a fruitful field here that can be worked to advantage. The Cowan Hardware Company is one of the concerns that is taking advantage of it. Oil stoves are a means of conserving the energies of the housewife and this can be made a good talking point for the stove salesman.



Display which appeared in the Cowan window during the demonstrations. A large banner was also displayed on the store front



# Stove Exhibit at Fair Pulls Business

*Windsor Hardware Co. Has Found That Exhibit and Cooking Demonstration at Fall Fair Draws Many Customers—A Special Show Room For Stoves.*

SOME firms experience a great deal of difficulty with customers who have purchased gas stoves. In the majority of cases the trouble is due to poor installations, stated Geo. W. Miners, manager, hardware department of the Windsor Hardware Co., Windsor, Ont. It is not uncommon for some firm to send out inexperienced youths or drivers to set up stoves. They frequently make mistakes on account of their inexperience. In other cases they make mistakes through carelessness. We feel that one of the chief reasons why we have been successful in our stove department is that we always send competent men to install the stoves. All our prices are quoted for the stoves only. We make an extra charge for installing them. The charges for installations vary according to the amount of work to be done.

The few complaints we receive are promptly attended to. We do not allow our customer to brood over troubles, imaginary or otherwise. When we sell a stove we impress upon our customer that we want him to be satisfied. When

necessary we will give a customer the option of returning a stove within 30 days if it is not satisfactory. We very seldom have a stove returned. We make our customers feel that we are just as interested in seeing the stove give good results as is the customer who purchases the stove. If a customer 'phones in and states that the stove is not working right we at once send a competent man to see what the trouble is.

Another of the chief essentials in successful stove salesmanship is in having a thorough knowledge of and confidence in the line of stoves you handle. We naturally believe in the line of stoves we sell and our salesmen have made a close study of all the important details in connection with each stove. A fairly large number of customers think that stoves are much alike. It takes a well posted salesman to convince some customers that one stove is worth fifteen or twenty dollars more than another. There is a huge difference in stoves, and a salesman should not only have a complete knowledge of the line he has to sell, but he should also know something about the

cheaper competitive lines with which his stoves are compared by customers. Our stove trade is largely cash. In some cases we divide the payments into two or three instalments. We try to have all stove accounts settled in thirty days. If a customer has not completely paid up in thirty days' time, we make an arrangement to suit the case, and insist on regular payments at frequent intervals.

A special show room is used for displaying stoves. This show room adjoins the main store and is reached by a separate entrance from the street, or by an archway from the general hardware department. This large show room allows plenty of room for an ample display of stoves at all seasons of the year, but more particularly during the fall and winter months. In this show room the wall shelving carries enameled and tin ware, household goods, etc. There is also room for displays of refrigerators, washing machines and wringers, ham-mocks and other bulky lines.

## Demonstration at Fair

One of the best advertising stunts of



Stove sales have been greatly increased since the Windsor Hardware Co., Windsor, Ont., equipped the above store display room. The main store is reached by an archway.



the year is the stove demonstration and exhibit which we put on at the fall fair.

We show a large range of stoves. We distribute literature, and make an effort to secure the names of all visitors who appear to be interested in stoves. We always secure a large number of names, and by following up the prospects, we make many sales after the fair is over. We have a lady demonstrator who bakes biscuits and serves them to visitors. This is a feature that appeals to many prospective stove purchasers. It is hard to estimate just how much business we secure from our stove exhibit and demonstration. We know, however, from direct results which we obtain that we are well repaid for any trouble and expense which are incurred in this connection. We have had customers come in six months after the fair was held, and ask to see a certain stove which we had exhibited at the fair.

#### Use Windows and Newspapers

We use our windows regularly for displaying stoves, and they pull many inquiries. Newspaper space is also used during the stove selling seasons, and a

## Windsor Hardware Co. JOB CARD

Date.....191  
Name of Mechanic.....  
Work Done For.....  
No.....Street .....

### Material Used

Time Leaving Shop.....  
Time on Job.....  
Remarks of Customer.....

is nothing startling or unusual about the way in which we go after the stove trade. Consistent plugging appears to be the best and safest method of securing stove customers. This backed up by expert knowledge of the goods, and a desire to satisfy each customer, has helped us to make a success of our stove department.

#### Job Card

The Windsor Hardware Co. does a large plumbing and tin-smithing business. At the present time there are engaged by this firm eleven tin-smiths and twenty-four plumbers, helpers and diggers. A job card (reproduced herewith) is used to keep a record of all work done. The card contains spaces for filling in with date, name of mechanic, name of party having work done, street and number. Space is provided for listing the material used; time mechanic left the shop; time on job; remarks of customer.

Cards are made out for each job and each day by the mechanic in charge of the work. The cards are turned in daily and entries are made direct to the journal.

# Stove Trade To Be 50% Better

*Stove Manufacturer Speaks Optimistically Regarding Outlook for Fall Trade—Stoves Slightly Higher in Price—Labor Problem More Settled.*

FIFTY per cent. in advance of last year, was the optimistic prediction of a stove manufacturer, when speaking of the outlook for business during the fall. Stoves and ranges are in good demand, and orders are coming in earlier than usual. The demand for furnaces is not as good as in some previous years. This can be accounted for by the falling off in building operations.

It must not be taken for granted that the furnace trade is dead. Although not as brisk as in some previous years there is a fair demand for furnaces. City trade is comparatively quiet but there is a good demand from the country districts.

#### Farmers are Prosperous

The farmers to-day are prosperous. They have harvested bumper crops, especially last year's, and they have been receiving top-notch prices for all farm products. Those who are building new homes are putting in modern conveniences of every kind. The farmer with money wants to have modern heating equipment the same as city dwellers, hence the growing demand from country districts for furnaces. The remarkable prosperity in the rural districts will also have a beneficial effect on the stove and range business. Many farmers who have been putting off buying for the past two or three years will probably buy during the coming fall.

The farm trade is always a steady dependable trade, but owing to prevailing prosperous conditions, the coming season should be above the average.

#### Many After Trade

Competition in stoves is very keen. There are a great many stove manufacturers doing business in Canada. They are nearly all digging for business, and their combined efforts should assist materially in increasing sales during the coming fall. Some stove manufacturers are spending more money this year for advertising, than in any previous year. Many retailers are also planning an aggressive selling campaign for the coming fall season.

#### Putting Stocks in Early

The fact that retailers are placing their stoves in stock earlier than usual is an indication that their interest in stoves has been aroused early. Stoves will be somewhat higher in price this fall. The advances have not been unreasonable, when costs of raw materials and labor are taken into consideration. Some manufacturers claim that the advances have not been as great as were justified by existing conditions. The advance in the price of individual stoves has not been sufficiently high to interfere in any way with retail sales.

The general public to-day is accustomed to higher prices and not infre-

quently customers exclaim that they had expected even greater advances than had really taken place.

#### Labor Scarcity

Stove manufacturers, like manufacturers of other lines, have been up against labor difficulties in the way of a shortage of help. Enlistments have been responsible for shortages in some shops. Men shifting around from one job to another on slight pretexts has been one of the difficulties which manufacturers have had to face. This is a condition which always exists when there is a shortage of labor.

As to the restlessness of labor men are beginning to settle down to more steady lines. They are beginning to realize that it is not good policy to do too much shifting around. This will help the stove trade in general. In the manufacturer of stoves skilled labor is used. It takes many years to develop some of the men and when they leave, their places are not easily filled.

#### Conditions Good in West

A representative of an Ontario stove manufacturer recently made a tour of the West as far as the coast. This representative stated that there is every prospect of a good fall stove selling season in the West. Reports from the West indicate that crops generally will be good.



# Sold Over One Hundred Stoves

*Lindsay Firm Sold Large Number of Summer Stoves — Now Preparing For Big Fall Trade—Courts Should be Used to Collect Money—Going to Draw Credit Lines*



*Stove display in Cinnamon's Hardware. The exhibit is upstairs near the rest room. The firm proposes to move the display downstairs and devote an entire section of their store to stoves*



*Rest room in Cinnamon's Hardware, Lindsay, Ont. People are made to feel at home whether they buy or not. It is on the second floor. The management states it has already brought results in the way of business*

CINNAMON-ALLIN, Lindsay, Ont., are making preparations for a big stove trade this fall. Their store as arranged will be really two stores, side by side, connected by an archway. One of these will be given over entirely to their stove display. It is the purpose of the company to have ample room for stoves. Along one side of the store will be a complete line of samples on a platform raised slightly from the main floor, which will also extend along the rear end of the store. In the centre will be space for a row of stoves all the way down the centre. "By advertising and through displays we hope to have a big trade in stoves this year," said D. Cinnamon, president of the firm, to a Hardware and Metal representative. "Our stove trade in ordinary years runs into fairly large numbers. On the average our trade calls for the turning over of two to three carloads of stoves each year. There are between twenty and thirty stoves in a carload, according to the size. Our trade in oil stoves during the past year has been exceptionally good. We are unable to get them from the factory fast enough. So far this year we have sold over one hundred oil stoves and we have another twenty-five on order. Deliveries are somewhat slow from the factories, for there has evidently been a big demand from other parts of the country. We consider our sales were stimulated by our advertising methods. In the first place, we had a demonstration on one day which embraced three departments, namely, the paint, washing machines and oil stoves. These demonstrations

were a big success. Our sales at the time were not large in the oil stoves and washing machines. But the varnish stain demonstration brought direct results. In the case of the oil stoves and washing machines they are things on which results were realized later."

## Tightening Up On Credit

"We intend to draw a closer line on our credit accounts in the future. There are some which of necessity we must allow out on a monthly basis, such as schools and contracts. But for the average purchaser and for the small accounts we intend to make it a cash business. This will eliminate the necessity of being bothered by the collection of

the small accounts. This has been the source of a big drain in the past," stated Mr. Cinnamon. "There was one instance of a man who had been owing us a small account of 85c for a good long time. We had billed him for it repeatedly, and had asked him for it. We had worn out considerable sole leather in looking after it, and had used up a lot of valuable time and energy. Finally we decided to place it in the hands of the Division Court for collection. Within an hour after the service had been made by the bailiff the account was paid. And to the original amount was added the cost of postage and the expenses of the court, which in all amounted to \$2.15. When the original amount of 85 cents was added to this, the bill was \$3. It is safe to say this man will never want to pay such interest again for the non-payment of his bills. He could have paid it before, but did not intend to until strenuous means were used. He will never be able to get credit from us again. Any store is better off without such accounts. The only way to be relieved of them is to refuse giving the goods on credit.

"An instance came up only recently of how refusal works out. A man wanted a carpenter's shingling hatchet on credit. We refused to let him have it. The price of the article was \$1.25. He went away and came back with \$1.20. He said he had to borrow the money. This is somewhat doubtful, for he seemed to fish the money from among other debris in his pockets. He asserted that it was all the money he could get together, and rather than not make the

**Come In  
And Sit Down**

In our Cosy Rest  
Rooms when in  
town attending  
the

**Military Tournament and Winter Carnival**

(Directory)

Store Department.....	Second Floor
Paint Department.....	Main Floor
Rest Room.....	Second Floor
Parcel Check Room.....	Main Floor

**CINNAMON'S HARDWARE**

(Just 3 doors west of the Post Office)

**115 KENT-ST**

*Reproduction of advertisement of Cinnamon-Allin showing how they feature their rest room.*



sale we let him have the hatchet at \$1.20. This would undoubtedly have been another case where the collection of the amount would have been a long and tedious process. When he had to dig the money up or go without the article he produced the money in less than half an hour. This is the case with almost the entire number of those who want to run small accounts. We have come to the conclusion that there should be a tightening of the lines of credit. We are using the Division Court to get the money in that is now owing us, and we do not intend to give credit, so that this will be unnecessary in the future," said Mr. Cinnamon.

"We have been very lenient in the past with the collection of the small accounts, and as a result we have had hundreds of dollars on our books which has been almost a loss. We intend to use the Division Court more for the collection of these small accounts. They are a big drain on any business. Individually they amount to very small sums, but in the aggregate they reach a considerable sum. It is the small account of seventy-five cents and a dollar and two dollars that many merchants have felt that it is almost too small to take into court. But we have changed our opinion on this matter."

This business, formerly conducted by Mr. Cinnamon for some seventeen years in the Town of Lindsay, has recently been reorganized into a joint stock company. The officers of the new concern are: D. Cinnamon, president; Miss Beatrice Cinnamon, vice-president; and A. W. Allin, secretary-treasurer. New premises have been secured, and the concern is inaugurating some new features in their business.

#### Rest Room a Drawing Card

One of the new features of the business of Cinnamon-Allin as it will be conducted in their new premises is a rest room on the second floor. "With the change in hotel conditions that will



Members of the firm of Cinnamon-Allin, Lindsay, Ont. Left to right are: D. Cinnamon, president; Miss Beatrice Cinnamon, vice-president, A. W. Allin, secretary-treasurer.



Store exterior of Cinnamon-Allin. The portion of the store on the right will be utilized as a stove section. A large sign in the shape of an arrow will illuminate the store front at night.

obviously result when prohibition goes into effect there is bound to be a greater need for such accommodation. Hotel men have stated that they intend to charge the farmers for the use of their stables and other accommodation that they get. This will make it more and more necessary for the farmers to have some place where they can drop in and rest for a time. We believe this rest room has already brought us trade," stated A. W. Allin, and that it will continue to be even more popular. "It not only brings new trade, but holds the trade already secured."

#### Delivery Expensive

"We have found the item of delivery to be expensive in many instances. In some cases where a small delivery has to be made it costs more than the profit secured on the article to make the delivery. If some more economical delivery for the smaller articles could be devised it would be of advantage to many hardwaremen, I am sure. Of

course, it is necessary for us to keep our delivery for large articles, such as stoves. But we often have an urgent call for deliveries of articles like coal oil or perhaps lamp wicks that are the only items going to that section of the city," said Mr. Cinnamon.

Another of the features being used as an advertising medium is a large electric sign in the shape of a great arrow. This arrow is fifteen feet in length, three feet wide at the feather, and twenty inches wide in the stem. The sign will be painted black with an aluminum outline, the lights showing through ruby glass. The sign reads: "This is Cinnamon's."

**ORGANIZING A DEMONSTRATION**  
Three Demonstrations in Progress at the Same Time—Used Advertising Space and Utilized Telephone to Get People Into Store—Results Were Most Gratifying

Cinnamon-Allin have tried out demonstrations and are well pleased with the



**VISIT OUR STORE ON**  
**Monday, Tuesday, Wednesday**  
**APRIL 10—11—12**

An expert from 1900 Washer Co. will demonstrate the Gravity and Electric Washers.

An expert from the Ohio Varnish Co. will demonstrate CHI-NAMEL.

This will be a festival of demonstrations—Ladies kindly take notice and remember the date and place.

**CINNAMON'S HARDWARE**

(Just 3 doors west of the Post Office)

**MONDAY TUESDAY and WEDNESDAY**

**We are AT HOME**  
to our numerous customers and friends

Tea, Hot Biscuits, etc., prepared by the Perfection Cook Stove will be served each afternoon. Come in and inspect our store on this occasion.

See **CHI-NAMEL** demonstrated

**FREE**—We are giving one 20c can of CHI-NAMEL FREE to all who purchase a 10c brush to apply it with.

**Cinnamon-Allin**  
Limited

Formerly D. CINNAMON  
(Just 3 doors west of Post Office.)

**THIS**  
**PERFECTION**  
**OIL**  
**COOK STOVE**

will bake  
biscuits, etc., for all who call on April 10; 11; 12; next

**MONDAY, TUESDAY, WEDNESDAY**

**HOT BISCUITS and a**  
**CUP OF TEA**

will be served and we trust everyone will call and see our new premises and see what the cook stoves will do.

Also see our Electric Washers in operation and see our Chi-Namel demonstrated. Get a sample can FREE

**CINNAMON'S HARDWARE**

(Just 3 doors west of the Post Office)

Reproductions of advertisements used by Cinnamon's Hardware to announce their demonstrations of oil stoves. Their demonstrations were a big success.



results obtained. They had demonstrations of three different articles on the same days. In the case of one of the articles the results were immediate, large sales having resulted. In the instance of oil stoves and washing machines the results were slower, but were nevertheless certain. In speaking with a Hardware and Metal representative, A. W. Allin, one of the members of the firm, said:

"In the case of varnish stain the results were immediate and very gratifying. With the oil stoves and washing machines the results have been steady but sure. Up to the present time (July 21) we have sold in the neighborhood of one hundred oil stoves, and will sell still others this season as soon as we are able to get our supplies from the factory. Washing machines have had a steady sale as a result of the campaign.

#### Kept Demonstrations Before People

"We believe in changing our advertisement in the local paper regularly. This gets to the people in a way that it is impossible otherwise. It gives a demonstration publicity that makes it have a standing in the community, as it were. People, I find, take an interest in these talks in the local paper, from bits of conversation that have been dropped from time to time. We have two daily papers and a weekly. We change our advertisement in the daily paper every other day, and in the weekly every week. When the demonstration was about due, the minds of the people were prepared for it. But we were not satisfied with the publicity secured through the advertising columns of the papers. We made sure that our prospective patrons received a more personal invitation than that contained in the newspapers.

#### Personal Invitation by Telephone

"Accordingly I made it a point on the day preceding the opening of the demonstrations to go through almost the entire list of the housewives in the telephone directory and ask them to attend these demonstrations. This work consumed almost an entire day, but it was well worth it. It gave a personal touch to the invitation that could not have been secured in any other way. It is true that a special invitation sent by mail would answer the purpose, perhaps, but our time was rather limited and we wanted to be sure of reaching the people. So the telephone was called into use for this."

#### Makes Display at Fair

Cinnamon-Allin believe that it is a good plan to follow these displays and demonstrations at the annual fall fair at Lindsay. They have engaged space in the exhibitors' pavilion which will be divided into three compartments. There will be displays of stoves, washing ma-

chines and small articles of hardware. To assist in the stove exhibit one of the representatives of the manufacturers will be present. Some of the electric washers will be in operation. Lindsay Fair is one of the well-known fairs of Ontario, where large crowds congregate each year. The accompanying illustrations show the line of talk used in their advertisements while they were preparing the people for the demonstrations.

#### REACH OUT THROUGH ADVERTISING

Cinnamon-Allin are strong believers in the value of advertising for the hardware store. They do not allow their advertisements to become "dead" through age or long repetition. In Lindsay, where their business is located, they advertise in both the daily and weekly papers. In the daily paper they change their advertisement three times a week, or every other day. In the weekly the change is made every week.

"While we may not get direct results still we know advertising has done us good. The fact that we keep continually before the people and have something new to tell them makes them keep their interest in our store. When they are in the mood for buying any of the things we have been talking to them about they are pretty sure to recall that we had such an article advertised," said Mr. Allin.

#### Thinks Cuts Attract

Mr. Allin always makes it a point, if possible, to run cuts in their advertisements. He believes that they attract the eye and make the advertisement readable where otherwise it would fall down. These advertisements attract because they have something to tell, and tell it in an attractive way. In some respects it would be possible to improve on the typographical features. The

borders around the advertisements do not match well and give a rather ragged appearance. This is a matter that could easily be eliminated by a conference with the manager of the local paper. The main points about the advertising of the Cinnamon-Allin Company is that they change their advertisements regularly and keep telling something new. They do not allow the ad. to become worn down to the heel through long use. Some hardwaremen place their advertisement in the country weekly and change it about twice a year. This is hardly keeping the space "alive." It is a dead one. And people come to look on the store somewhat after the same fashion when such a reputation becomes established for the advertisement.

In the small town or city the advertisements of a local paper are read as eagerly almost as the news matter. The readers of a paper know the merchants. Many of them are customers. They always like to read what they have to say through the columns of the local paper. There is an opportunity for the hardwareman to talk to a wider circle of prospective customers through this medium than in any other way. People who have formerly been residents of a town and move to distant parts still keep up their connection by subscribing for the local paper. One of the first things they turn to is the advertisements. They read the paper through from beginning to end, because all the advertisers are known to them. This same practice holds true with people who still live in the town. Merchants who take advantage of this can talk to many more people in a persuasive way than would otherwise be possible. Cinnamon-Allin is one of the firms that appreciates the favorable position of the merchant in the small town or city when he comes to advertise.

Grasp  
This  
Opportunity  
To Save  
Money



Wire Fencing has advanced nearly over last year's prices.

We are however in a position to quote you special prices.

—Call And Get Quotations—

**CINNAMON'S HARDWARE**

(Just 3 doors west of the Post Office)

115 Kent-st., Lindsay

WHY BE CONTENT WITH  
PRIMITIVE  
METHODS?

The GRAVITY WASHER

is the biggest labor saver of the times.

The GRAVITY WASHER  
will wash a tubful of clothes in 6  
minutes



See this GRAVITY WASHER demonstrated in the Washer Department—Second Floor.

Tinsmithing and Repairing—Main Floor

**CINNAMON'S HARDWARE**

(Just 3 doors west of the Post Office)

115 Kent-st., Lindsay

Advertisements carried by the Cinnamon Hardware Company of Lindsay. Their space is five and a half inches deep across two columns. They change their ad. every other day



# Should Make Stove Sale Price Known

*Holt Gurney, Sales Manager of Gurney Foundry Company, Says It Is in Line With Progressive Salesmanship to Keep No Secrets—It Is Method of Mail Order Houses and all Progressive Concerns.*

“ONE of the methods that we believe will greatly help the hardwareman sell his stoves is to name his price. It is the first question the interested purchaser asks himself or herself: ‘What is the price?’ That is the first essential in order to interest them further. In the development of our business we have found that it helps greatly. When a resale price is established by the manufacturer and the retailer knows that he must adhere to that price there can be no price cutting. This business principle is not alone that of the department store or mail order house. It is in vogue by all progressive concerns who are making a bid in a national or international way for trade through the merits of their goods. To be sure the department store and mail order house are using these methods. They have their prices named in their catalogue and they never fail to give them in their advertisements. Department stores are not serious competitors of the hardwareman who carries some of the well-known make of stoves. For they get their product from a number of small concerns throughout the country. These small concerns are not equipped to enter into serious competition with the larger manufacturers who have built up large concerns through the superiority of their product,” said E. H. Gurney, sales manager of the Gurney Foundry Company, to a Hardware and Metal representative.

## Advantage of Display.

“There are other points that will greatly help a hardwareman in his salesmanship. One of these is the necessity of having an attractive display. It is not absolutely necessary that a separate room be devoted to the stove display, although it would no doubt be beneficial if space could be given up to it. Most hardware men find themselves handicapped for space. It takes study to make an arrangement of stoves so that they will appear to good advantage.

“There is often an advantage too in the hardwareman handling but one line of stoves. If he is sure that he has the best line it is well for him to endeavor to get the essential points in mind and let the other non-essentials go. With our concern there are three talking points that we impress on our dealers and when they have these stored away in their fund of talking points they are pretty



*Designs of stoves manufactured seventy years ago. In those days there was elaboration of design that is entirely absent from present-day models. In those days stoves mostly sold for barter of some sort, such as butter and eggs or meat. Reproductions by courtesy of Gurney Foundry Co.*

well equipped in stove lore. It is a problem for the hardwareman, handling as he does a hundred and one different articles all of which call for some knowledge, if he would be a good salesman. If he is to concentrate his attention on the problem of points that differentiate and make one stove superior to another it is necessary that he have these differences simplified.

## Price Cards Necessary.

“In bringing before the people the price of the stove it is very important to have a price card on the goods. And to have it large enough so that it can be seen. That is the method used by one large department store in particular against whom so many hardwaremen have cause to rail. If observation is made at any of the stove exhibits at fall fairs or elsewhere, there has been a notable difference in method in the past in this particular. At exhibit after exhibit this department store would always have their price cards prominently displayed and in figures large enough to make it unnecessary to use a microscope to see them. And this store gets a lot of business. While we do not profess to know anything about the multitudinous details

of a hardware business still we could venture the opinion that it would be advantageous in other lines as well. We do know that it helps the sale of stoves.

## Prices in Advertising Too.

“The hardware merchant, too, would no doubt find it to his advantage to quote his prices in his advertising space in his local paper or wherever he happens to place his publicity. In the advertisement the same methods should be used that a good salesman would use. A salesman would never think of placing an article on sale and at the same time refuse to give the price. An advertisement without a price is pretty much in the same position as a salesman refusing to give the price of an article. A description of the stove should also be given. And it should be given in concise, minute detail. This is also the methods of good salesmanship. A man to sell a stove must know its superior points. An advertisement to catch the attention must tell what the stove is.”

## Advantage Over Mail Order Houses

Mr. Gurney believes if there is one line in which the hardwareman should have an advantage over the mail order



## Bill Boards Boost Stove Sales

*Ottawa Hardware Firm Has Large Stove Trade—Farmers and Summer Cottagers Good Customers for Oil Stoves—Bill Boards Draw Trade.*

**A**N aggregate of a thousand stoves a year is not bad business for a hardware store. This includes stoves of both kinds, gas and oil, and is the record of business of the stove department of Gray Harvey Company, of Ottawa.

This firm, old and well established in the city where it is doing business, while it has an excellent all-round business, has found it profitable to pay special attention to the stove end.

"It has always been our policy," said Mr. Harvey to a representative of Hardware and Metal recently, "to boost the stove end of the business. One reason is that each stove sold means a turnover and consequent profit commensurately much larger than some smaller lines sold in a hardware store. For instance, it takes, on some occasions, pretty well as long for a clerk to sell a hatchet or a set of locks to a customer as it does for the same clerk to sell a stove to another customer, providing both customers are equally ready to buy. But the amount involved in a sale of a stove is larger than the amounts of the sales of either of the other lines mentioned. Here is a reason, therefore, why the stove end should be played up. It is an earner second to none in the hardware business.

"We have an annual business of probably over one thousand stoves. It would be hard to say which has the priority in point of aggregate sold, gas or oil. Naturally, selling stoves is, first of all, a matter of seasons.

### 100 Oil Stoves Monthly

"Take the present months, the summer months, for instance. We figure we sell about a hundred oil stoves in a month. They are a popular line. In and around Ottawa we have a number of resorts where Ottawans have summer cottages. An oil stove is a necessary requisite of a summer cottage. We developed this trade. We employed poster advertising to this end. The billboards of Ottawa at the beginning of the summer season bore our advertisement to the effect that an oil stove was a necessary accompaniment for those who were in cottages out at Britannia, for instance, and other resorts. Our clerks were instructed to follow this up with the personal note. Any customer at the beginning of summer who was in the store for some line or other was asked if they were going to stay outside the city at one of the summer resorts. Yes? The matter of the oil stove was discussed. No? It was still discussed. For

the clerk pointed it out as the reason why he had asked the question.

"We found that the oil stove, if it is an efficient one, free from unnecessary dirt, is a good seller. Farmers use quite a number of them. When a farmer comes into the store, no matter what his errand, if it is summer, the question of the purchase of an oil stove is put before him. He is without gas, in all probability. An oil stove supplies the need for some kind of heater. It is clean. It is speedy. It is ideal for a farm house. Moreover, other farmers use them. We have had a particularly good trade in them this year, for the farmer seems more willing to spend money than heretofore. Naturally, he is not within sight, in most cases, of our signboard advertising. The good work in his case, therefore, is largely personal. When you have him in the store you can begin on the question of oil stoves.

### As to Gas Stoves

"The proposition is different, naturally, for gas stoves, these again being sold at different seasons. We use the window extensively. Fall and spring are our big times. We keep one window filled with gas stoves pretty well all the time. It pays to feature them. Probably, we average something like 25 or 30 a week. It isn't always as high a number as that, but sometimes it is higher. It works out at about that average."

"What is the greatest number of stoves you have sold in one week?"

"We have managed in one week ninety-eight," was the reply. "That was some years ago. We all concentrated on stoves and sold a whale of a lot of them. But those weeks come seldom. Still, a weekly business of twenty-five to thirty isn't bad.

"In the case of gas stoves, again, we use billboard advertising. So far as we are concerned, we have found it pays better than ads. in the dailies. We tried both methods. The billboards give us more satisfaction.

"But, like many others, I guess," said Mr. Harvey, "we have found our windows and our store the best ads. of any."

The windows are large and lend themselves admirably to dressing. They are invariably well dressed. The store, which is located on Rideau Street, is a big one, stretching far back. It is orderly and neat, and takes about ten to a dozen men to handle. The cash system is worth noting. It is worked on the basis of

house it is in the selling of stoves. He pointed out that it is a purchase that is made but seldom by a household. It is a comparatively large expenditure. The purchaser likes to see what he or she is getting. They can examine the stove and have it explained to them. In the case of the department store the purchase is made from a catalogue and solely as a result of description that is there given. It is placed before the prospective customer in such a light through the medium of printer's ink and typographical display that the sale is made by leading out the imagination of the prospective purchaser. There is a decided advantage in favor of the local hardwareman who can use these same methods in his advertising and at the same time have the actual stove there to show his customer. Everything is to the advantage of the local dealer if he plays his cards right."

### Looks for Good Season.

Mr. Gurney expects the stove trade will be good this fall. "From present indications it will be much better than last year. Dealers' stocks were low. With a good crop year last year and promise of another one this year hardwaremen are optimistic and are stocking up. This should be an excellent year taken all in all."

### Elaborate Designs Gone.

Stoves have undergone a big development during the past fifteen to twenty years. In the latter part of the last century there was elaboration of design and much time and labor spent in the working out of the exterior decoration of a stove. But people's tastes have changed in this respect the same as their ideas on the architecture of houses has changed. In the not distant past the houses of people were decorated by fretwork and other elaborate attempts at artistic display. Now the lines have become plainer and the art work is in marked contrast to that of a few years ago.

So it is in the case of stoves. Exterior designs were worked out by expert patternmakers with great care and in minute detail. At the present time the stove lines are simple and plain. They look neater and more artistic. The moulder's art has developed along more scientific lines as these flat, plain surfaces require more expert workmanship to make them in a flawless condition. Then too the ideas of people on cleaning have changed somewhat. They are getting away from surfaces that are hard to clean. They want something that is easy to reach with brush or rag and polish. So the elaborate designs of stoves have passed out.



wires contributing to a central cashier. Change and accounts are forwarded in caskets, which find their way along the wire to the cashier upstairs.

Mr. Harvey told Hardware and Metal that business was exceptionally good with his concern all summer.

"Summer lines have been in par-

ticularly good request," he said. "Sporting goods, fishing tackle, above all, has all gone very well. We have never had better summer business."

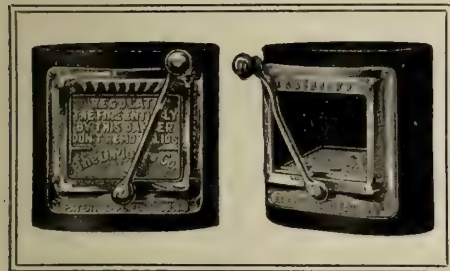
## STOVE IMPROVEMENTS AND INNOVATIONS

*New Ideas in Stove Construction.*

### NEW PRODUCTS OF D. MOORE CO.

NEW products of the D. Moore Co. include a regulator or fuel saver, and two new stoves.

The new regulator as illustrated, is said to be an efficient draft control. For full draft the handle is moved as far to



*New fuel saver placed on market by D. Moore Co.*

the right as possible, thereby closing the damper tightly.

To check the draft the handle is moved to the left which lowers the damper and checks the fire, and at the same time leaves an opening above. This gives ventilation over the top of the stove, and it is claimed removes odors of

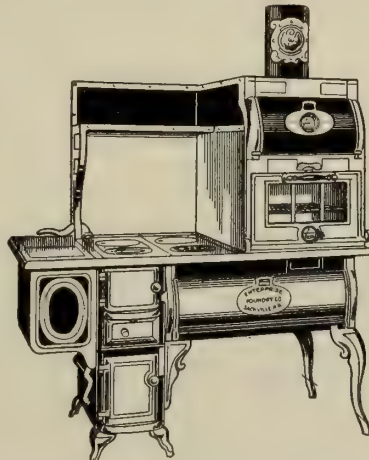


*Moore's C. & G. Treasure combination range.*

cooking. The accompanying illustration shows the fuel saver closed and open.

### C. & G. Treasure

The Coal and Gas Treasure combination range, has four holes for coal and four for gas. The Treasure, it is claimed, gives a flame temperature of 1,500 degrees. There is only one oven and it is claimed that the stove bakes perfectly with both coal or gas. The stove is equipped with a fuel saver, and has a



*Enterprise perfect, double high oven range.*

high closet. The stove occupies 30 x 43 inches of floor space. The size of the oven is 18 x 18 x 12 inches.

The company is also making a new double heater base burner. The name of the new product is the Reflex Treasure base burner. This stove is of a plain design. The flume runs the entire length of the stove and takes the cold air direct from the floor. The stove has an extra large firepot. There are two sizes with 15 in. and 17 in. firepot.

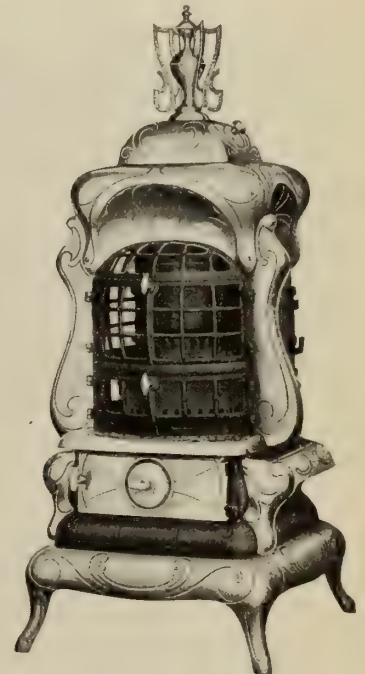
### ENTERPRISE PERFECT RANGE

The Enterprise Foundry Co., Sackville, N.B., has recently completed patterns for a new range called the Enterprise Perfect. The new range has a double high oven. The company states that its experts have been experimenting for some time past and studying the construction of the new stove. The stove has been tested out in every way, so the

makers claim, and they feel that they have something real good. They state that the new stove has a handsome appearance, and is economical on fuel. It has two ovens and several other features which the makers claim will commend it to the housekeeper.

### STERLING FURNACES

A 22-page booklet on Sterling furnaces has been prepared by Findlay Bros. Co., Carleton Place, Ont., and Winnipeg. The book is attractively gotten up in colors, is well illustrated, and contains some valuable information on heating problems. Copies of the booklet will be supplied free upon request.



*Reflex Treasure Base Burner.*

Man must work, that is inevitable. But he may work grudgingly, or he may work gratefully; or he may work as a slave. He cannot always choose his work, but he can do it in a generous temper, and with an uplooking heart; there is no work so rude that he may not exalt it; there is no work so dull that he may not enliven it.





When building their new store Shaw & Husband, Wallaceburg, Ont., made provision for a special stove display room on the second floor.

## Special Display Room for Stoves

*A Well Laid-Out Store of Wallaceburg, Ont., Hardware Firm—Stoves Displayed on Second Floor—All Goods Priced in Plain Figures—Splendid Bolt Rack.*

**"A** SUITABLE place for everything and everything in its proper place" is the slogan in the hardware store of Shaw and Husband, Wallaceburg, Ont. When Shaw and Sons and J. W. Husband and Sons, amalgamated three years ago, it was decided to erect a store that would be a credit to the town and the community in which it is located. Both firms had been in business in Wallaceburg for a number of years prior to the amalgamation. The members of the firm had built up a wide acquaintance among the townspeople and farmers. It was only natural that the members of the firm should desire to have a modern store in every respect.

The main store interior is roomy, with a high ceiling and an abundance of light. A metallic ceiling adds greatly to the appearance of the store. In the evening the store is well lighted by a number of drop lights.

The store front has two attractive show windows with an entrance between. The customer on entering is confronted on the right by the cutlery, tool, and shelf hardware department. To the left and well to the front the paint department is located.

Cutlery and tools are well displayed in silent salesmen. Small shelf hardware is sampled on the faces of shelf boxes. Portable ladders are used for reaching the upper shelves. Above the ladder track open shelving has been

provided for carrying the surplus stock.

An open faced nail counter is used for carrying nails in bulk. The nails are always in full view and are easily reached.

A portion of the shelf space on the right side has been formed into a wall casing for the cash register.

Tables are used in the centre aisle of the store to show household hardware, kitchen utensils, seeds, pot covers, and various other seasonable goods.

### Paint Prominently Displayed

Paint occupies a prominent position at the front of the store, immediately to the left of the main entrance. The paint stock is thus brought to the attention of every customer entering the store.

There is a general tendency among successful hardwaremen to carry paint stocks near the front of the store. Not many years ago it was customary to see paint stock carried in some secluded corner at the rear of the store. To-day, conditions are different. Paint is one of the big sellers in the hardware store and with each succeeding year a great many more merchants move their paint stocks towards the front of the store. The paint department in Shaw-Husband's store is exceptionally neat. The cans are well lined up. Where one can is sold another can is brought forward to take its place. The rows of paint cans thus form a splendid unbroken appearance.

A large space immediately following the paint department is devoted to the display of household hardware including tin and enamelware, kitchen utensils, etc. A wide range of kitchen supplies is carried in stock, and ample space has been provided to best advantage.

### Good Display Table

A handy display table stands on the left near the main entrance. A glimpse of the table is shown in one of the accompanying photographs. The table is divided into compartments in which are shown seasonable goods. Among the various lines on display when the photograph was taken were scythes, harvesters mitts and gloves, cotton gloves, kalsomine brushes, scythe stones, bread boxes, etc.

Screen doors hinged together are shown on the main floor. On the rear wall such lines as cross cut saws, halters, etc., are displayed on harness hooks.

### A Neat Office

A neat office has been provided in the rear right hand corner. Advertising posters received from manufacturers adorn the walls. Catalogs of various manufacturers and supply houses are on file. A number of catalogs are suspending from hooks as shown in the photograph.

### A Good Bolt Rack

At the rear of the nail counter considerable wall space has been used for



making provision for carrying bolts. The wall case or rack is strongly constructed. Separate bins have been provided for carrying a complete stock of all sizes of bolts usually carried in stock. The name and size appears on the face of each compartment. Considerable time is saved when waiting on customers who wish to purchase bolts. The bolt rack is also handy when orders are being placed. The buyer can see almost at a glance which bins are empty, or where the stock is getting low.

#### Prices in Plain Figures

Mr. Husband, in conversation with a representative of Hardware and Metal, pointed out that the small town merchant must of necessity be careful in his buying. This is particularly true in times such as these, when prices of many products are frequently changing. The small town merchant, located some distance away from wholesale houses has to carry heavier stocks than the city merchants. Many customers will not wait a week or ten days until goods are received from some wholesale centre. The city merchant, on the other hand can telephone the wholesaler, and in many cases delivery is made the same day. On account of the necessity of carrying heavier stocks, the small town merchant must watch the markets

closely and buy at the most favorable opportunity.

All goods in Shaw and Husband's store are marked in plain figures. The customer can give the price just as well as the salesman. When goods are marked in plain figures there is little or no room for argument. This plan is followed by practically the large and successful departmental and variety stores. Prices in plain figures inspire confidence and the average customer feels safer in buying where prices are quoted in plain figures, than in a store where private selling marks are used.

Another commendable feature in Shaw & Husband's store is the liberal use of large price cards for bolts, screws, glass, etc. Prices for each or dozen are shown and all salesmen are sure to quote the same price. This system eliminates all guess work. There is no danger of one salesman quoting one price on a dozen bolts to-day, and another salesman quoting a different price for the same goods tomorrow.

Although all ready mixed paints are at the front of the store, all dry colors are kept in drawers and boxes towards the rear. The name of contents and the selling price per pound is shown on each drawer or package.

#### Special Stove Display

A splendid show room has been equipped on the second floor for displaying stoves and ranges, churns, washing machines, and other heavy goods.

The show room is large and there is an abundance of light. There is plenty of room to display a large selection of stoves without the usual objectionable crowding. The stoves are all mounted on casters. One man can easily move them around from place to place and display them individually before customers. When customers are examining stoves in the stove show room there is very little danger of interruptions, at least the interruptions would not be as frequent as if the display were on the main floor of the store. The same applies to washing machines and churns.

#### Use the Windows

Shaw & Husband make good use of their two excellent show windows. Displays are always neat and attractive. They are changed regularly and are never allowed to grow stale. Seasonable goods are always kept well to the fore, both in the windows and in the store. One of the best aids to hardware salesmanship is a good display.





## EDITORIAL COMMENT

### *Editorial Briefs*

DISPLAYS—properly planned—will very often do the work of a high-salaried salesman. Have you ever thought of it in that way?

\* \* \*

THE Kaiser is no longer planning for a dinner in Paris for the reason that it is now a question whether he is going to get anything to eat at home.

\* \* \*

MANY a merchant takes all his cash discounts not only for the money gained, but in order that his credit may be maintained. Successful business cannot exist without confidence.

### *Hands versus Minds*

IN comparing German and American industries, U.S. Secretary of Commerce Redfield, in a discussion of "Waste" in *The Nation's Business* draws a striking picture. He refers, of course, to normal times. He says:

"But I want to come back now into the German factory and go through it with you, if you please, and look at the men at the benches. These men are trained men. They know the what and the why of the work they have to do. Look into the organization of the schools of Germany and you will find the school system devoted to training—what? Training whom? The artisan at the benches in the factories.

"We are competing with specialists not at the top, but also at the bottom, and all through when we are attempting to compete with the best of German industry.

"Against that let us place a sad picture presented by certain great American industries. For example, in one large establishment employing some 24,000 hands—and observe the use of the word "hands," so different from minds. What a confession of our own inaptitude when we speak of our employees as "hands," and how different the outlook would be if we spoke of employing so many "minds!" In this great establishment with 24,000 human souls employed, in one year there passed through the mills about 59,000 souls. Is there a sadder spectacle than that of the incompetent ones who enter your establishment, fail and go out at the back door?"

Germany's training schools prior to the war had undoubtedly reached a high point of efficiency. But the curse of too much training, especially in military affairs, has been made evident to the world. Germany's training of her people was commendable up to a certain point. Beyond that point it became one of the curses of the earth. Military domination and training made it possible for a few men to start the greatest slaughter of humans in the history of mankind.

### *The Testing Period*

THE past two years have been the most trying in the history of the Canadian hardware trade.

Hardware buyers have had unprecedented responsibilities placed upon them. Following the outbreak of the great war, many sources of supply were cut off. Markets were demoralized and prices went hither and thither with alarming rapidity. Everywhere there was a degree of expectant uncertainty as to what was going to happen next. New conditions have prevailed and precedents have not counted precisely. The over-riding of precedents can proceed only so far, and it begins to look as though the limit will soon be found.

Judging by the many letters of commendation received from successful retail hardware merchants, the weekly market reports of *HARDWARE AND METAL* have so far stood the test and have kept the trade thoroughly posted regarding the new conditions and trend of prices during a most trying period.

But trying, as the past two years have been, the worst is yet to come so far as buying is concerned. Prices of many staples and special lines have reached unprecedented levels. Declines are bound to come. When will they take place? Will they be gradual or rapid? These and many other phases have to be faced by hardware buyers in the future.

Hitherto, certain markets have never started declining without running the whole course. In the future, regardless of the top price, the decline may be only fractional. The pace of price advances during the past year has amazed even the best and biggest buyers in the trade. What is in store for the future?

Only the best and biggest men engaged in the various trades are able to speak authoritatively regarding the future—and even they at times, hesitate. But their advice is the best obtainable. *HARDWARE AND METAL* has access to these men, and dur-



ing the next few months particular attention will be paid to securing the best information obtainable for special articles. This, of course, has always been our policy in the past, but arrangements have been completed whereby **HARDWARE AND METAL** will in the future give even better market information than in the past. The market service department has been enlarged in anticipation of even more important developments than those of the past two years.

### **Revival of Steel Market**

**D**EVELOPMENTS of the past two weeks in the steel market are quite the reverse to what was expected at this time. The advance of \$2 a ton in wire products in the United States, followed by corresponding advances in Canada, might pass without much comment had it not been for the advance of \$2 per ton in bars, plates and shapes made by one of the largest U.S. steel companies. According to reports from the United States an extreme scarcity has developed in unfinished steel within the past two weeks. This was not generally expected. At the present time the outlook in the steel market is much brighter than the average appraisal made at the beginning of June.

According to the *American Metal Market*, one of the leading authorities in the United States, there is thus a distinct revival in the steel market, and the weight that must be attached to the developments must be gauged in the light of expectations that were entertained a few months ago. In most quarters a resumption of the "buying movement" was regarded as visionary. What occurred last year was an ordinary advance in finished steel prices, occasioned by a heavy demand, outrunning the mill capacity, and by nervousness on the part of consumers lest, if they did not buy promptly they would later find themselves unable to obtain steel at any price. This advance, made in regular course, brought finished steel prices, by the close of the year, to a level with the top prices reached in the 1905-6-7 movement.

Then a new chapter was begun. The large steel mills, which have but one price at a given time, observed the large premiums for early deliveries obtained by the smaller mills and concluded that inasmuch as the pressure for steel would be limited in point of time, and could not be prolonged by holding prices down, they might as well advance their prices farther, and work up to the point of being able to make earlier deliveries, thus realizing higher prices than would rule if the usual practice were followed. This chapter of fresh and special advances ran through the first quarter of the year. Strange as it appeared at the time, even the last of the advances did not check buying, the new commitments exceeding the shipments, through the month of May.

At the beginning of June, with the buying movement having run far beyond the expectations, there was nothing to do but conclude that the excitement was over and that nothing was left but to see how long the accumulation of business would carry the mills.

Eventually, one may suppose there will be a contest of forces, between those who must have their steel at any price and those who can talk steel only if it is cheap enough.

### **Prices of Glass Advanced**

**T**HE advance this week in the price of sheet window glass will not come as a surprise to those who have been following the markets. Since the outbreak of the war the glass business has been in a rather peculiar position. Prior to the war the bulk of the sheet window glass was imported from England and Belgium. During the early stages of the war the glass plants in Belgium were demolished. Many of them were located in sections of the country where much of the early severe fighting took place. When recruiting commenced in England the large English plant lost practically all able-bodied employees. The result was that Canada had to look to the United States for supplies. For some time prior to the outbreak of the war glass had been imported from the United States, but only in comparatively small quantities. Since the outbreak of war practically all new stocks have come from the United States. There has been a growing scarcity of many sizes of glass in the United States for some time past. It has been claimed by several authorities that higher prices were bound to come.

A leading American firm recently issued a statement on the glass situation to the effect that the factories have been out of blast for two months. Business in glass has not been brisk either in the United States or Canada, but there has been a continuous movement, which has had a tendency to exhaust stocks. The firm in question representing 25 plants stated that on July 1 they had on hand only 200,000 boxes of glass. A year ago they had more than three times that amount. There is also less machine production from the independent machine factories now than there was a year ago.

It is claimed that no new glass will be made in the hand plants for at least two months, and that many of the machine plants will not operate before the end of October. With prospects of higher wages, increased costs of fuel and materials used in manufacturing glass, it has been claimed for some time that there was no likelihood of lower prices and that if a change was made it would undoubtedly be in an upward direction.

It is claimed that American glass factories will be in a much better position next year to handle foreign business.





New garage built by Clements & Co., at Milton, Ont. R. M. Clements, president of the company standing in doorway.



Store front of Clements & Co. Gasoline service station is on front street. This concern is laying plans for future accessory trade.

## Sees Big Future for Accessory Business

*Clements & Co. of Milton, Ont., Have Built New Garage This Year and Intend to Add Still Larger Accommodations This Fall—Think Time is Ripe for Hardwaremen to Get Organized for Share of Business*

“WE are of the opinion that the motor accessory business is only in its beginning,” said R. M. Clements, president of Clements & Co., Milton, Ont., who have this year built a garage and intend to add still larger accommodations before the season is over. “From present indications our accommodations provided this year are far too inadequate,” said Mr. Clements. “Our garage as it stands now is 40 feet in depth by 23 feet in width. There is already sufficient business to warrant larger quarters and before the season is over we intend to undertake the building of a garage that will be perhaps 63 feet in width when the present building is taken in.

“Last year was our first experience in the motor accessory line. At that time we stocked a small line and the success of the venture led us to go more deeply into it this year. We have taken on the agency for the Chevrolet and have sold a goodly number this spring. One of the essentials in making the business a successful one appears to us to be to have a good mechanic to do the repair work. We have been fortunate in getting a man who is experienced and who is able to turn out the work to the satisfaction of the customers.

“In our opinion the motor agency and motor accessories is a very promising field for the hardwareman. There is a good profit in the business if it is organized and conducted right. Our present garage building cost in the neighborhood of \$700 but we no sooner had it

completed than we found it was entirely too small to meet the needs of the district. At the present it is only large enough for our repair department and does not leave us sufficient room for the display of new cars.”

### On the Job

Mr. Clements cited an incident of the way business can be secured if the hardwareman is equipped to handle it. The previous day a touring car had broken an axle when about two miles from Milton. They had sent a telephone message to his garage to come out and pick the car up. A car was sent and the damaged tourist was taken in tow and was then being overhauled. Had there been no garage in that town the tourists would have found themselves in a bad way, as the nearest garage was some few miles away. This is but an instance of the way business will come to those who are prepared to handle it.

### Centre of Good District.

Milton is in the centre of a good farming district and many of the farmers are now the owners of cars. Good roads radiate thence and it is on one of the much-traveled roads. It is also the county town and for this reason is the centre of the shopping life for some distance around. It has a population of 1,700, and there are a few manufacturers in the town.

### Hardware Store Has Advantage

“The hardware store has an advantage over the garage when it comes to catering to the country trade,” said Mr.

Clements. “Usually the hardware store is known to the farmers and it is one of their favorite places of call. Invariably there is some article the farmer needs in the hardware store when he is in town. It is a store or place that he frequents perhaps more than any other class of store in the town. ‘Father would like you to send us out an inner tube if you see anyone coming this way,’ telephoned the young daughter of one of the farmers to our store to-day. ‘Father is busy in the haying to-day and will be unable to get in. If you can send it out by some one who is passing this way we would like it very much.’ This is but an instance of the advantage that a hardware store has over the garage. It is a place they know other farmers are likely to call and in this way they feel freer to order by telephone and are confident that they are pretty sure to have it sent out.”

### Circularized Car Owners.

At the beginning of the season Mr. Clement issued a circular announcing their company had taken on the agency for a car and that they had opened a garage. One of the features that is helping the development of the business is the telephone. It is very convenient for people to be able to call assistance by such a means. Whenever circulars go to customers announcing particular specials in the regular hardware lines it is always made a point to see that the garage and accessory business is given sufficient prominence. “If you would like a

(Continued on page 169.)



# Opened Special Auto Accessory Store

*Walkerville Firm Issued 3,000 Auto Accessory Catalogues—Opened a Branch Store to Sell Auto Accessories Only—Farmers are Careful but Liberal Buyers—Use Special Lists.*

**“W**E either carry it in stock, will get it or it isn't made.” The foregoing is the slogan adopted by the Walkerville Hardware Co., Walkerville, Ont., in the auto accessory department of the firm's business.

The Walkerville Hardware Co., is located in a distinct auto atmosphere. There is an abundance of car owners in Walkerville, Windsor and nearby towns. Hundreds of cars are owned by farmers in the surrounding country. Several thousand mechanics in the vicinity make their livelihood out of the automobile industry. The district is an ideal one for pushing the sale of auto accessories. But the Walkerville Hardware Co., have not confined their efforts to the development of trade in their own town. They have opened a special auto accessory store in Windsor, Ont. They have also issued a catalog which brings trade from many parts of the Dominion. In the Walkerville district autos are used the year round. Less than 20 per cent. of the car owners lay-up their cars during the winter months.

## Many Farmers Own Cars.

A great many farmers own cars, and the number is increasing rapidly. With each succeeding year, large numbers of



*Page of accessories from the catalog of the Walkerville Hardware Co., Walkerville, Ont.*

new cars find their way into the farming districts. The Walkerville Hardware Co., has found that the farmer is a good prospect for the auto accessory department. The farmer is a more careful buyer than the town or city owner. The farmer is a close buyer. His buying operations are gauged large-

ly by the results of the crops. When crops are good and money is flowing freely the average farmer will buy liberally, but carefully. When crops are below the average the farmer curtails his buying. Regardless of the farmer's buying traits, the Walkerville Hardware has built up a large trade with farmer car owners, and consider this class of trade a valuable adjunct. In addition to buying auto accessories the farmer is always in the market for many other lines of hardware. The hardware firm that secures the farmer's auto accessory business, will in all probability secure his patronage on other lines, at least this has been the experience of the Walkerville Hardware Co.

## Issued Accessory Catalog.

Three years ago the Walkerville Hardware Co. issued the firm's first auto accessory catalog. For some time previous auto accessories had been carried in stock. By using small ads. in the local papers, by window displays, and by personal contact a good trade had been worked in auto accessories. The members of the firm realized that good as the demand was at that time there was going to be a rapid development during the next few years. It was decided to issue a catalog and reach out for more business. The catalog was neatly gotten



*Headquarters of Walkerville Hardware Co., Walkerville, Ont. One of the large show windows contains a display of auto accessories.*



WALKERVILLE HARDWARE CO., LIMITED

WILL GET IT, OR IT ISN'T MADE

No. 12 "Pratt" Three Wheel Garage Jack

Sturdy Screw Jack

Eureka Baby

Tire Saver

Save Your Tires

"Hovey" Jack

Eureka Screw Jack

Price, each \$10.00

Price, each \$6.50

Price, each \$4.00

Price, each \$9.00

Price, each \$10.00

Price, each \$6.50

Price, each \$4.00

Price, each \$9.00

Page showing auto jacks, from catalog of Walkerville Hardware Co., Walkerville, Ont.

up, was well illustrated and gave brief descriptions of each line with prices. It was the means of drawing a considerable amount of business from out side places. The following year, 1915 catalog No. 2 was issued. It was larger than the first catalog and featured many new lines which had been placed on the market after the previous catalog had been issued.

The 1916 catalog, No. 3 was issued in March of the present year. Three thousand catalogs were issued and mailed out to selected lists of car owners, garages and other customers. The catalog consists of 48 pages. It is complete in every respect and every article is illustrated. The description of each article is most complete, and is

on a par with the descriptive matter found in the most modern mail order catalogs of the large catalog houses. Prices are given for all articles featured in the catalog.

The front cover of the catalog which measures 8 by 10 inches shows a large illustration of a motor car. At the top of the cover there appears in large type, the word, "Service," and below the firm's slogan, "We either carry it in stock, will get it or it isn't made." The firm's name and address appears at the bottom of the cover, and also on each page of the catalog.

The introduction on the first page, points out that the firm has endeavored to feature in the catalog such accessories as are of real practical value. The introduction reads in part as follows:—"We take great pleasure in forwarding you our 1916 catalogue, which we have published as a direct result of the phenomenal growth of the automobile industry, as there has grown up a correspondingly large business in supplies, accessories, tools, etc.

"This line embodies not only the actual necessities for the maintenance and care of machines themselves, but also the many little things that add so much to personal comfort and pleasure. Should there be any specialty you know of and wish to purchase, which is not found within the covers of this book, let us know what it is, and it will be our pleasure to supply it at the earliest possible date and at the best price."

The lines featured in the catalog are altogether too numerous to mention, but a few are enumerated as follows:—tires; repair outfits; valves and parts; tire chains; tire testers; demountable wheels; dry cells; meters; calcium car-

WALKERVILLE HARDWARE CO., LIMITED

WE EITHER CARRY IT IN STOCK

Adjustable 'S' Nut Wrench

COMBINATION PLIERS

Bearing Scrapers \$1.25

Carbon Scrapers \$1.00

High Grade Machinist's Hammer

Adjustable Wrench

No. 687—Ronson Wrench

Tool Kit

Price, each \$1.25

Price, each \$1.00

Price, each \$1.00

Price, each \$1.00

Price, each \$1.00

Price, each \$1.00

Price, each \$1.00

Price, each \$1.00

Page from the auto accessory catalog of the Walkerville Hardware Co., Walkerville, Ont.

bide; storage batteries; headlights; lamps; horns; bumpers; gears; crank holders; vibrators; grease and oil guns; tire pumps; spark plugs, bulbs; adapters; goggles; tire tools; jacks; grinding compounds; oils; robe rails; foot rails; trouble lamps; switches; clocks; belts; wrenches; tire covers; pedal covers; hose; mats; cut out valves; grease cups; wrenches; oilers; bearing scrapers; vulcanizers; cleaners, etc. Three pages are illustrated elsewhere in this article. They will give the reader an idea of the manner in which the goods are arranged and illustrated.

The 1916 catalog has been more successful as a trade puller than any of the previous catalogs. Another catalog will be issued during the spring of 1917.



Above is shown the special auto accessory store established in Windsor, Ont., by the Walkerville Hardware Co. No repair work is done at the branch. The store was established solely for the sale of auto accessories.



A member of the firm visits the Detroit and New York motor shows in order to pick up any new accessories which would be suitable for the Canadian trade.

#### Phenomenal Growth

The auto accessory department of the Walkerville Hardware Co. has grown to be one of the most important departments in the store. If the business keeps on growing as at present, it will in all probability out-distance all other departments of the business.

At the entrance to the store at Walkerville, two large silent salesmen are used to display auto accessories. Displays are made frequently in the show windows.

A special stock rack, 6 feet high, by ten feet in length has been provided for carrying accessories for quick sale over the counter. The stand occupies a prominent position in the middle of the floor where it attracts the attention of all motorists who enter the store.

#### Opened Second Store

In order to better take care of the Windsor, Ont. trade which the company was securing, it was decided to open an auto accessory store at the latter place.

A view of the store is shown in one of the accompanying illustrations. The store was opened in October last. The stock includes only goods which are needed by the motorist. No repair work is done. Repair work is left to the garages. A large stock of accessories is carried at the Windsor store. Many of the best customers the company has are garage owners.

Business at the branch store so far has been better than had been expected. The branch is managed from the Walkerville store. Returns are made each day to the head office.

The Walkerville Hardware Co. has found that in their particular case it has paid them to turn all repair work over to the garages. The garage owners reciprocate by sending accessory business to the hardware store.

#### Use Special List

Circulars are frequently sent out by mail, featuring new accessories. The circulars are sent out to selected mailing lists. Many orders come in direct by mail, while others are received in the store, or over the phone. The lists are kept carefully checked up in order to prevent wastage of circulars and postage.

The Walkerville Hardware Co. uses autos for delivery purposes. The delivery outfit consists of one two-ton truck, one ton truck, and a runabout. It has been found that the auto delivery service is cheaper than the horse delivery service, and that deliveries can be made more often, thus giving customers a service that they appreciate.

Although the company's auto accessory trade has already reached large proportions, the members of the firm believe that there will be further great developments during the next few years. With the huge increase in the number of cars which are being placed in use there will be a correspondingly large increase in the demand for accessories. Even in the case of owners whose cars are equipped with all modern equipment, they must continue to purchase tires, tools, polishes, oils, spark plugs, and dozens of other articles. The Walkerville Hardware Co. intends to continue reaching out and enlarging trade as far as possible in the auto accessory department. Plans are already under way for preparing the 1917 catalogue.

## Brampton Firm After Accessory Trade

*Have Taken on Agency for Car, Will Have Large Showroom and a Complete Stock of Accessories—Will Also Have Repair Department—Get After the Trade Through Letter Circulars.*

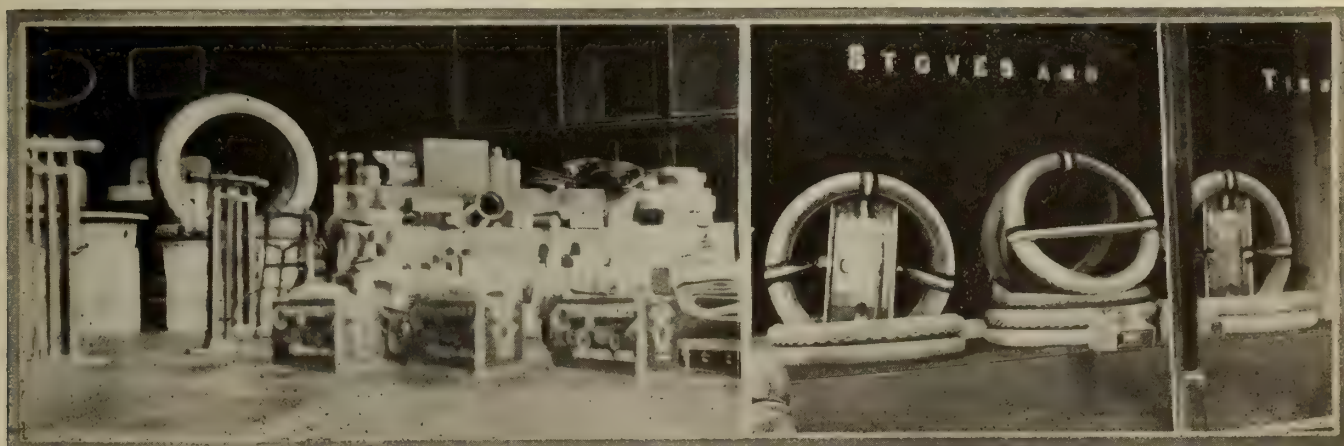
**H**ARDWAREMEN are taking to the idea of motor accessories in a spirit that can not be doubted as to the earnestness of their intentions. The Brampton Hardware Company has this year made provision for a new garage and showroom and for display space for their accessories. They have organized it as a separate branch of the hardware business and will keep their books and accounts separately. Last year this firm put in a small stock of accessories for the first time, in value not over \$85 to

\$100. This year they have added a more complete line and have taken on the agency for the Chevrolet car. The space that was formerly given over to a showroom for plumbing supplies is now being utilized for their auto showroom and accessories. In the rear of their showroom they are installing a repair department.

"We have already sold quite a number of cars this year," said W. Shirra, of the Brampton Hardware Company to a Hardware and Metal representative. "Our success with the motor accessories

last year in a small way led us to look for a larger field this year. To that end we made application for an agency and were successful in securing it.

"In our estimation it is very desirable that a hardware store should have an agency for a car and a garage in which to make the necessary repairs. There is no possible chance for any of the trade getting away from a dealer when there is an all-round organization that can not only supply the car and accessories but also make repairs. If the



*Motor accessory window displays of Brampton Hardware Company*



hardwareman is not able to make repairs he is just a trifle at a disadvantage. There are often cases where a man would go to the garage for his accessories provided he can get his repairs there. He thinks it is to his advantage to keep "in" with the man who makes the repairs. There is always a lurking suspicion that he may not be able to get his repairs done when he would like them if he goes to the hardware store for his accessories and depends on the garage for his repairs.

"From present indications so far this year the trade in accessories is going to be a good one. It will be fully double that of last year. The sale of gasoline to touring parties is never as large in Brampton as it is in some places on account of the proximity to Toronto. Tour-

ing parties coming from that city will have their supply before they leave. In the case of tire accessories it is different. If a tire goes bad they want a new one just as quick as they can get it. Also all the other accessories are more or less in constant demand."

From the present trend of their development it would seem that this hardware concern is alive to the possibilities in the motor industry. Undoubtedly there will be more and more cars used and in consequence there will be a wider demand for accessories. In December of last year there were 86,000 cars in use in Canada, and it is estimated by the end of the present year there will be fully 140,000 cars in use. The Ford Company expects to sell 40,000 cars in Canada this

year and the Chevrolet have set their mark at 12,000 cars, and it is stated are making plans for an output of 20,000 next year.

The Brampton Hardware Company has been making an effective bid for trade through the medium of circular letters addressed to the owners of every car in the district. During the month of July they sent out two of these, and it is their purpose to continue them. "These letters have brought us results," said Mr. Shirra. "We also depend on our window displays and advertising in the local papers to reach the people. From these various means we think we are in a fair position toward letting the people know that we are out after their business in an aggressive manner."

## Autos Boon to Farmers and Merchants

*Farmer Auto Owners Visit Town More Frequently—How One Town Has Benefited—Hardware Merchant Runs Two Stores in One Town.*

"THE advent of the auto has been a boon to both the farmer and merchant," stated, H. Lendon, hardware merchant, Leamington, Ont., to a Hardware and Metal representative. "A great many farmers in this district own autos and with each succeeding year the number is greatly increased. We have found that farmers who own autos visit towns very frequently. They come in more often than they did when horses and buggies were used as a means of transportation," continued Mr. Lendon.

On Saturday night the streets of this town are packed with people. Many farmers with their wives and families have got into the habit of visiting the town every Saturday night. They become better acquainted with the townspeople. They meet their friends, visit the ice cream parlors, picture show, and incidentally purchase freely in the local stores.

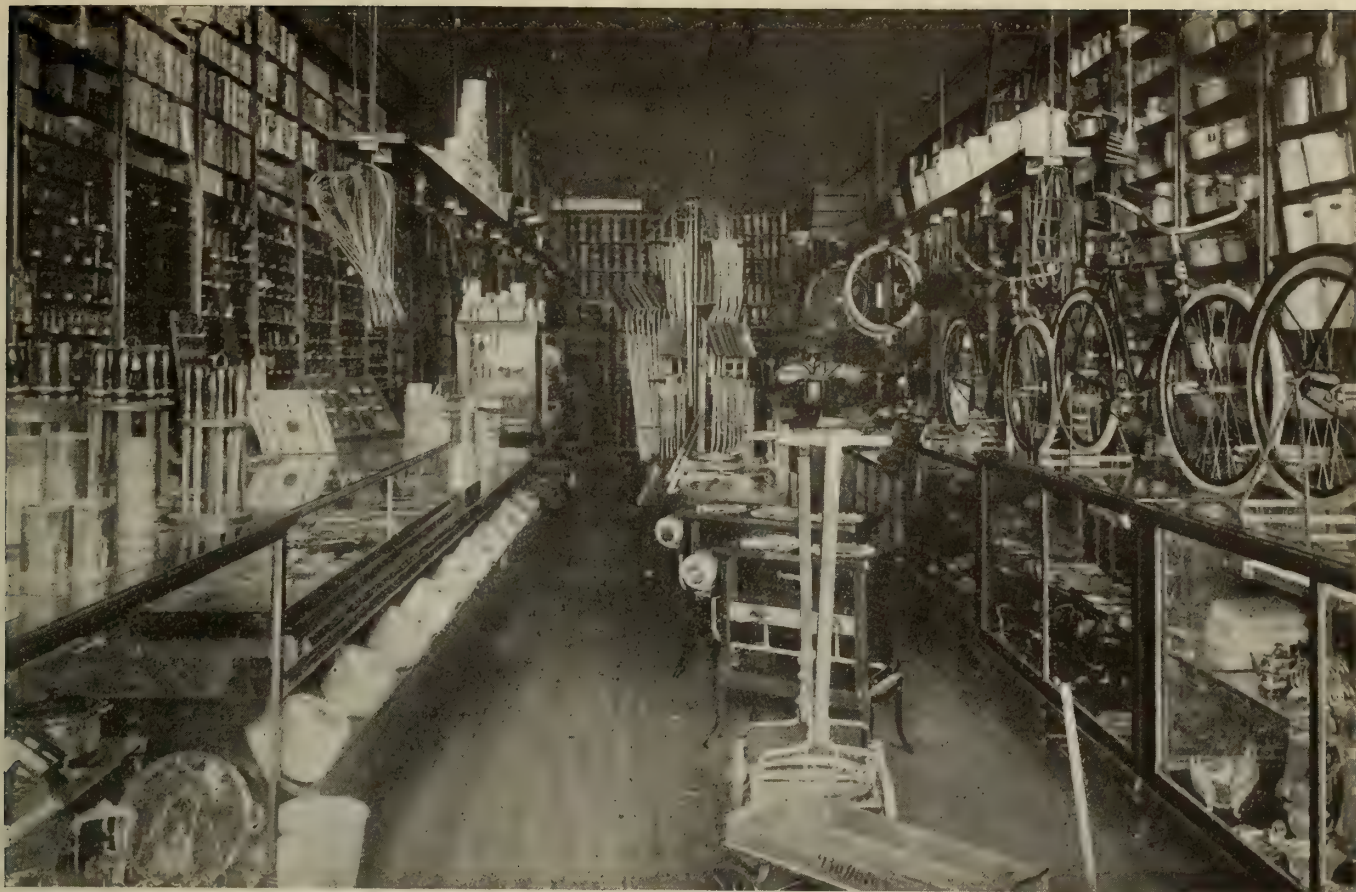
One farmer who is a good customer here told me the other day that he did not know how he and his family ever

got along without a motor car. He comes to town every Saturday night with his family. He makes many purchases, meets other farmers and merchants and spends a pleasant evening all round. And, as he stated to me, the best of it is that he can get home inside of half an hour. Under the old system—horse and buggy—he had a long tedious drive ahead of him. Furthermore the buggy only held two passengers comfortably. In the motor car there is room for the whole family.



*There are four excellent display windows in the store front of Lendon's Hardware, Leamington, Ont. The windows always contain attractive displays. The displays are changed regularly and are not allowed to grow stale.*





*Interior view of the Greenhill Hardware, Leamington, Ont. This store is a branch of Lendon's Hardware located in the same town.*

Farmers with autos not only visit the town on Saturday night, but they pay more visits during the week. The farmer, his wife or daughter think nothing of motoring into town to make purchases. We not only see the farmers more often but new faces are seen every once in a while. Farmers who own motor cars come in from greater distances than they did under the old system. The fame of Leamington as a meeting place for farmers is being spread abroad, and farmers for miles around are visiting the town.

Lendon's Hardware carries a good stock of auto accessories and does a nice business in this line. Upwards of fifty tires of varying sizes are always carried in stock. There is a good demand for oils, gasoline, tools and repair outfits. A good business is done with garage owners.

#### **A Good Market**

Saturday is market day at Leamington and naturally a busy day for the merchants of the town. The farmers come into town in large numbers and dispose of their various products of the farm. They then visit the stores.

Mr. Lendon is well equipped to look after the hardware needs of the farmers. He conducts two hardware stores in Leamington. One is called Lendon's Hardware. The other is the Greenhill

Hardware. A front exterior view of Lendon's Hardware is shown in one of the accompanying illustrations. An interior view of the Greenhill Hardware is also shown. The latter store is run as a separate business, although it is generally known in Leamington that it is a branch of the Lendon business. During fifteen years in business in Leamington, Mr. Lendon has built up a large trade. Mr. Lendon has no explanation to offer for the success of his business other than that he has always kept the business well before the public, and has used customers right. But in this business as in all other successful businesses there are reasons why the business has succeeded.

In the first place the Lendon stores are attractive. They catch the eye of the public. The windows are always neatly trimmed. The displays are changed often. The goods featured are those that the people need—and are displayed when the people need them. There are four large show windows in Lendon's Hardware, the parent store. A look at the accompanying illustration shows that there are four distinct displays. One window features a display of heaters. Another is a paint window. Auto accessories occupy one window. In the fourth window a range is on display.

The four windows in the store have splendid pulling powers. The back-

grounds are made of wall board paneled and painted. They are low enough to permit passers by to attain a view of the store interior. There are two entrances to the store. The one on the left leads into the hardware department. The door on the right leads into a department where heavier goods such as washing machines, stoves, screen doors, etc., are shown. During the fall and winter season this portion of the store is used very largely for displaying stoves and the shelving on one side of this section of the store is devoted almost entirely to paint. The Lendon store does a large paint business. As Mr. Lendon remarked when speaking of the paint department, "Everybody touches up something around the house."

Lendon's believe in using paint. The store front is always well painted. At the present time it is painted with carriage paint, carmine with black trim. The large windows in addition to giving plenty of space for displays, supply an abundance of light for the store interior.

#### **Exhibits at Fair**

Lendon's Hardware always has an exhibit of stoves at the fall fair. In this way the firm's name and the firm's stove department is kept prominently before the public. At each fair a good list of prospective stove purchasers is

(Continued on page 134.)



# Sporting Goods Most Important Dept.

*Moose Jaw, Sask., Firm Has Worked up Large Trade in Sporting Goods—Issued Third Catalog—Uses Windows Extensively—Good Demand for Cheap Lines This Year.*

**W**HEN the sporting goods department in a hardware store becomes one of the most, if not the most, important in the store, there must be some good reason for its success. Success does not come by chance alone.

The sporting goods department in Latham's Hardware, at Moose Jaw, Sask., is one of the largest and most important in the store. The department was started in a comparatively small way. By hard work, effective publicity, and studying the needs of the people, the proprietor and his staff have built up a large trade in sporting goods; in fact, one of the largest sporting goods businesses in the smaller cities of the West.

## A Large Variety

A visitor to the Latham store is struck by the wide range of sporting goods on display. One of the most effective displays is that of guns and rifles. A view of the display is shown in one of the cuts accompanying this article. At the time the photograph was taken the display case contained 119 shotguns and 75 rifles. The large wall case is devoted entirely to a display of sporting goods.

Spaces have been allotted to various makes of guns and rifles. When a customer is interested in one particular make of rifle or shotgun, both customer and salesman can see at a glance exactly what lines are carried in stock. Display space has also been provided for an extensive exhibit of ammunition. Drawers below the ledger are used to carry stocks of various sporting goods lines.

Tennis goods, baseball supplies and other sporting goods are equally well displayed. Silent salesmen are used extensively for showing seasonable goods.

## Large Local Following

Latham's Hardware has a large local following; or, in other words, a large local trade in sporting goods. Not a little of the credit for this can be attributed to the excellent use which has been made of the show windows in the Latham store. Some idea of the class of displays which appear can be gained from two of the accompanying illustrations. Both displays appeared at the same time. They are typical of many sporting goods displays which appear in the Latham windows during the year.

One display features baseball goods.

The display is simple, yet very effective. A neat price card is shown on every article.

The other display features tennis racquets. In this display, as in the other, price cards are used on each article. Tennis racquets and advertising matter are used chiefly on the background, while other accessories are shown on the floor of the window. The windows are one of the best mediums for pulling local trade.

The local newspapers are also used frequently during certain seasons when there is a demand for sporting goods.

## Large Boys' Trade

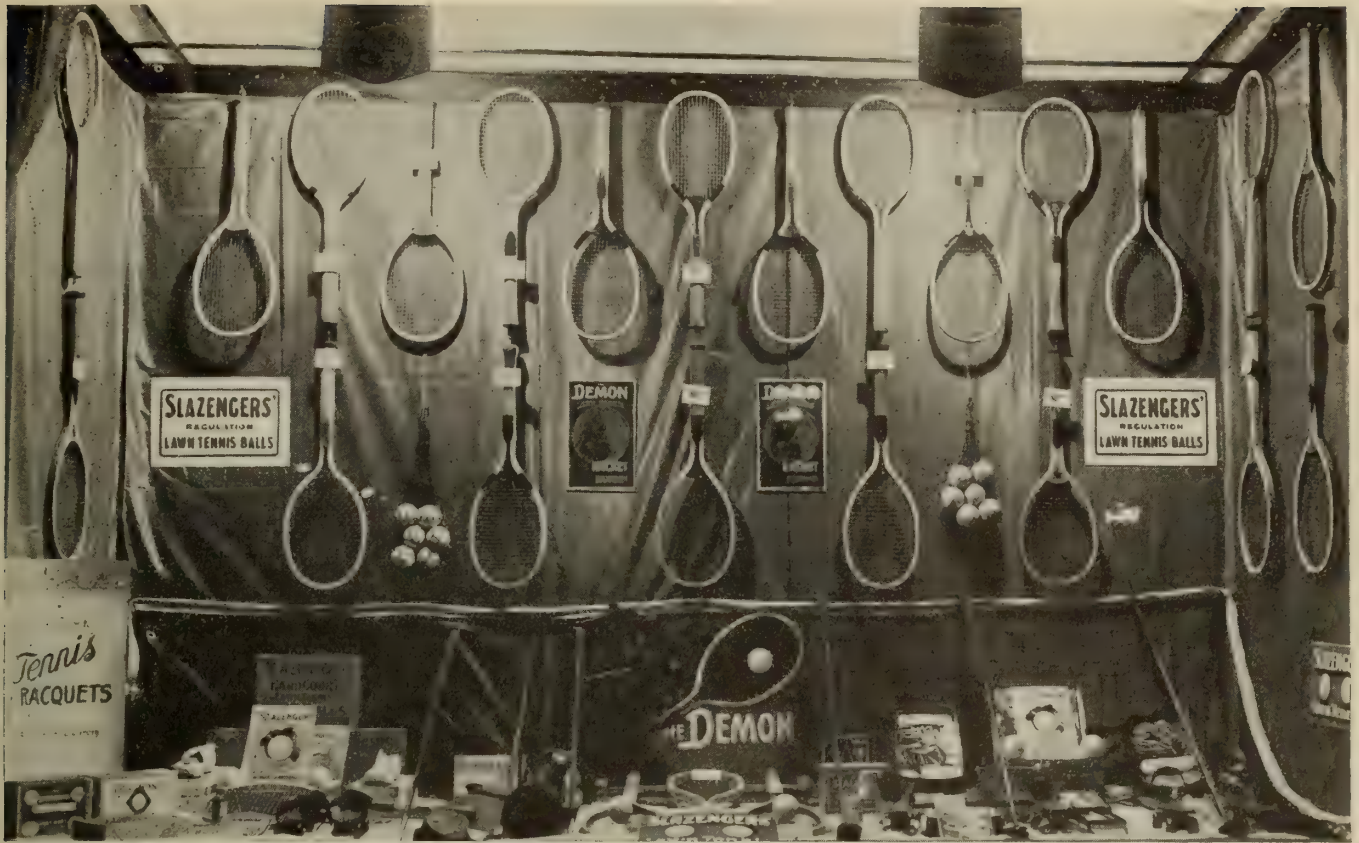
Mr. Latham, interviewed by a Hardware and Metal representative, was asked how the war had affected the sporting goods business. He stated that owing to so many enlistments there had been a falling off in certain lines of sporting goods; for instance, the higher-priced lines of baseball supplies.

On the other hand, there has been a greatly improved demand for the cheaper lines, such as are used by boys. There are several reasons for the improved demand. In the first place, the youths of



*Display of baseball goods in Latham's Hardware, Moose Jaw, Sask. Note the price cards on each article. The display was arranged by F. S. Keller.*





Display of tennis goods in Latham's Hardware, Moose Jaw, Sask. Each article bears a price card. The display was arranged by F. S. Keller.

to-day are taking a greater interest in all healthy outdoor sports. Public and Sunday schools have their various organizations of young people, who go in extensively for sports. It is not uncommon to find several junior baseball teams in the average town or city. The same applies to football, hockey, tennis, etc. With each succeeding year there is a splendid improvement in the demand for sporting goods from young people. There are also many mercantile leagues formed every year, and they use up considerable quantities of sporting goods.

The war has stimulated the demand for arms and ammunition. The bicycle is coming back and many cyclists take frequent fishing or shooting trips.

The Latham Hardware has been carrying on an educational campaign through the windows, newspapers, catalogues and circulars in an endeavor to create a big interest in sporting goods, and has been largely successful.

### A Sporting Goods Catalogue

Mr. Latham has found that catalogues assist materially in building up trade in sporting goods. This is particularly true regarding the mail order end of the business. Catalogue No. 3 was issued during the early part of the present year. The catalogue consists of 48 pages and measures 5 x 7½ inches. It is well illustrated throughout. A description is given of each article, and in each case the price is quoted.

The introduction on the inside front cover reads as follows:—

### TO OUR FRIENDS AND PATRONS

In presenting this our catalogue No. 3, careful selection has enabled us to place before you the most modern equipments of sporting goods in Western Canada. We would ask you to carefully study this catalogue and keep for future reference. Service.—It means that you get the

goods you order the way you want them. Mail orders receive our prompt and careful attention. We want your trade and will work to get it.

Thanking you for past favors and soliciting a continuation of your patronage.

Respectfully,  
LATHAM'S HARDWARE.

Moose Jaw, Sask.

Page 48 of the catalogue is devoted to an index. The rear inside cover gives directions for ordering as follows:—

"C.O.D.—Orders for goods to be mailed or shipped C.O.D. must be accompanied by a remittance sufficient to cover the amount of express or mailing charges. In ordering goods state if desired to be sent by mail or express. Many of the articles listed in this catalogue can be shipped by parcel post at a considerable saving."

"A Suggestion.—Write your orders very plain, also be sure to give full name and address. Give the number of page, name of article and the price. Do not cut the catalogue. Just make yourself so clear if any mistakes are made it will be our fault and we will correct them to your satisfaction."

Thirteen pages in the catalogue feature baseball goods, including gloves, mitts, balls, masks, bats, body protectors, shoes, uniforms, caps, score books and baseball accessories.

Three pages are used to feature foot-

### McGregor Football Boots



No. F46

No. 1. The genuine imported McGregor style, water proof, made of Scotch chrome leather. Pair **\$6.00**

No. 2. Made of selected leather, especially intended for light forward work. The shape is perfect. Per pair **\$4.50**

No. C. Fine quality chrome leather, McGregor style, round studs on sole and heel **\$3.50**

### Football Stockings

No. 58. Stockings made in heavy weight wool. Colors to match any one of No. 17 shirts. Per pair **75c**

No. 732. Footieshose, heavy weight material, same style as in No. 58. Price **90c**



No. 2

### Football Knickers



Knickers

Made especially for association football, substantial, light and roomy. Per pair **60c**

### DUMB BELLS



No. 6 Men's

Sandow's spring grip dumb bell, men's 7 spring, nickled, per pair **\$5.00**

Sandow's spring grip dumb bell, 5 springs **\$4.00**

Sandow's spring grip dumb bell, youth's 5 spring, per pair **\$3.50**



Iron Dumb Bell

Iron Dumb Bells, well balanced, all weights up to 50 lbs., per lb. **10c**

Iron Dumb Bells, weight 50 lbs. to 112 lbs., per lb. **8c**

Express or freight extra.

Page from sporting goods catalog issued by Latham's Hardware, Moose Jaw, Sask.



ball supplies. The goods illustrated, described and priced in this section include footballs, bladders, pumps, shirts, lacing needles, whistles and rule books, boots, stockings, knickers, etc.

Six pages are used for featuring tennis goods, including racquets, nets, presses, shoes, court tapes, balls, ball bags, lawn markers, bandages, etc.

Two pages devoted to golf goods feature golf clubs, balls, golf ball paint, caddy bags, shafts, etc.

Bicycles and bicycle accessories occupy one full page. Bicycles are priced from \$25 for the boy's wheel to \$60 for high-grade wheels for men. The intervening prices run at \$30, \$35, \$40, \$45.

Four pages feature rifles and shot-guns. The cheapest rifle featured, a 22 calibre, sells at \$6. Prices on other lines run up to \$25.

One page features metallic cartridges.

Prices are quoted for various sizes.

Rifle sights occupy one page. Tents and camp equipment also occupy a page. One page each is devoted to the following:—Fishing hooks and trolling baits; thermos, lunch kits and bottles; safety razors, shaving brushes and ice cream dishes, ice picks, etc.; dry cells and batteries; boys' wagons, velocipedes and brooding hovers; incubators; paints.

An order form and return envelope



No. 2X. Spalding's good quality white buck, extra large thumb, leather lined throughout. Price **\$3.75**

No. XL. Spalding's good quality black tanned leather, well padded, web thumb, has no heel pad and is extra long. Price **\$2.00**

No. XS. Spalding's good quality glove, well padded, professional style. Price **\$1.75**

No. 15. Spalding's extra fine quality brown leather, well padded, professional style. Price **\$1.50**

No. 17. Spalding's glove, good quality soft tanned leather, leather palm. Price **75c**

No. 18. B. y's good quality Seider's glove, padded leather palm. Price **35c**

Postage 11c extra.

Page from the sporting goods catalog issued by Latham's Hardware, Moose Jaw, Sask.

was included in each catalogue, but it was found that buyers seldom used the special form or envelope. In most cases they used their own stationery. The catalogue was sent out over a large territory, and brought in many orders from outside points.

The fall hunting season will soon be

under way, and there should be a good demand for shooters' supplies.

Canada is noted for its haunts of game. Each year thousands of sportsmen spend considerable time in the woods. The interest that is being taken in arms and ammunition is greater than in any past year. Many of those in close touch with the situation are of the opinion that sales of guns and ammunition, despite the high prices, will be greater than in any previous year. Many sportsmen have enlisted, it is true, but the additional interest which is being taken by those who remain at home will ensure a large demand for arms and ammunition during the coming fall hunting season.

Owner of auto liverys will no doubt encourage hunting excursions during the fall. Last year the auto owners used considerable space in the daily newspapers to encourage hunting expeditions. They met with considerable success. The same plan will probably be followed out this year. This should encourage many sportsmen, both amateur and professional, to go out on short hunting trips. One of the objections frequently raised by hunters a few years ago was that it took too long to get to and from the woods. The advent of the auto has entirely removed the objection.



Display of guns, rifles and ammunition in Latham's Hardware, Moose Jaw, Sask.



# How Some Hardwaremen Sell Paint

## Starts Off With Paint Window



**G**LENN A. HENRY, of Oshawa, Ont., keeps his paint stock in a prominent place at the front of his store. The stock is neatly arranged on shelves. "Paint has been going well this year, both for interior and exterior use. Although the season has been somewhat backward, paint has been selling well during the past couple

of months. Our paint stock ordinarily amounts to about \$1,500. In the spring we start the ball rolling by putting in a paint window. When that is taken out, there still remains the paint stock in a prominent position in the interior of the store," said a representative of Mr. Henry.

## Places Paint Circulars in all Parcels

Paint is one of the big lines in the hardware store of Scratch & McDonald, Kingsville, Ont. The paint department occupies a prominent position extending from the entrance, a distance of fifteen feet towards the rear of the store. The department is exceptionally neat and well arranged. The cans are all faced out so that there are no vacant spaces. Circular matter is not wasted in this store, especially matter descriptive of paints and varnishes. Circulars are placed in all parcels which are sent out. It has been proven to the satisfaction of Scratch & McDonald, that this is an excellent form of publicity. Many customers come back and ask for further information regarding goods featured in the circulars. Quite frequently the circular makes the sale and customers ask for the goods without further question.

Mr. McDonald, a member of the firm, is of the opinion that the public to-day pays more attention to advertising matter than at any time in the past. He has found all advertising matter if distributed at the proper time will pull business, that is, of course if the advertisements are properly prepared and have pulling power.

Circulars are very often enclosed with accounts. With a few exceptions ac-

counts are sent out monthly. A circular of some kind is enclosed with each account. This tells the recipient that the letter has a double mission. One to show him how his account stands. The other to place before him some product which the firm has to sell.

Many customers do not like to receive accounts through the mails. They do not appear to resent receiving the account so much if other matter such as advertising matter is included. In sending accounts, Scratch & McDonald inform their customers that the account should not be considered as a "dunner," but rather as a statement to let them know just how their account stands. This appeals to the pride of many customers, but does not in any way give them the idea that the account is unimportant, nor that settlement should be delayed.

Mr. McDonald believes that newspapers should be used for advertising purposes during the seasons when customers need the goods most. His firm used the weekly papers during certain seasons. He believes that any form of publicity that keeps the firm name before the public is effective, but yet there is often the danger of securing that publicity at too great a cost.

### A GOOD POLICY.

**G**EO. J. Morrison, manager of the Moose Jaw Hardware Co., Moose Jaw, Sask., believes in having a store policy. Early this year Mr. Morrison adopted a store policy. It was featured in the newspapers in liberal space. Following is the announcement of the policy:—

#### Make Every Customer a Pleased Customer.

One pleased customer brings others. We want all the "others" we can induce to come.

During the first part of this year we have increased our already fine business to a vastly greater immensity. We hope to make the balance of the year much better than the first.

Your co-operation is needed and we hereby express the hope that all our patrons will assist us. If strict attention to business and courteous treatment count, you'll receive them here.

If quality goods and easy prices are an inducement, this store offers you the best and also the largest stocks to choose from.

If through any unavoidable mishap, anything should go wrong, your notifica-



*A portion of the paint department in Scratch & McDonald's store at Kingsville, Ont. An accompanying article tells how this firm uses advertising material.*





*Sprinkling cart bearing advertisement of T. M. Nash, hardware merchant at Wellington, Ont. In exchange for the ad Mr. Nash paid for painting the wagon.*

tion is sufficient to have it made right at once.

And if our store can at any time be of use to you, or a place to phone from, meet a friend, wait for a car, or in any way give you information, 'tis our pleasure always.

An addition of 45 feet is being added to the store of the Moose Jaw Hardware Co., and when all the alterations and extensions are completed the store will be one of the finest stores in the West.

### PAINTED TOWN SPRINKLING WAGON

T. M. Nash, hardware merchant, Wellington, Ont., made a rather novel arrangement with the town when he agreed to paint the town sprinkling cart in return for an advertisement. The cart bearing the advertisement is shown in one of the accompanying illustrations. The advertisement is an excellent one for Mr. Nash, as it cannot escape the notice of residents of the town, especially those in the districts frequented by the sprinkling cart.

## Get Away From Dead Arrangements

*Suggestions for Displays for Fall Paint Windows—Chance for Window Trimmer to Demonstrate His Ability.*

**T**HE fall paint trade of any retail hardware firm will be exactly what the firm makes it. The man who plans ahead, who works intelligently, who has some definite plan of campaign prepared, is the one who will cash in on the paint business this fall.

Owing to the continued damp weather during the spring painting was delayed. How much of the work will be done this fall? It depends largely on the activity of the retail hardware merchants. A certain amount of business will be done anyway. Many customers realizing the need of painting their homes inside or out, will buy paint of their own accord. They will need little or no soliciting. But on the other hand there will be a huge army of people who will be undecided. They will need a little urging. Perhaps a good window display will cause them to delay no longer. Possibly you could reach them through newspaper advertising, circulars, or by sending out paint literature enclosed with accounts, parcels, etc. A medium that will sell one customer may not sell another. And in order to get them all, and secure the maximum amount of business, it is necessary for the merchant to plan a

complete campaign and then work it out systematically. The problems of the retail merchants vary. What suits in one locality, may be unsuitable in another. Each merchant has to study his own particular problems and work them out to the best advantage.

There are some mediums which every merchant can use. If used consistently they will pull business. They are: Personal contact, show windows, interior displays, circulars, color cards and descriptive matter supplied by manufacturers, bill boards, country sign boards, store front bulletins, and newspaper advertisements.

They can all be classified under advertising. Advertising is the greatest motive power in retailing. It moves stocks in dull seasons. It helps to increase demands, and it causes many wavering customers to make decisions. But it will not accomplish all these things unless it is the right kind of advertising.

One of the text books recently issued by the Associated Advertising Clubs of the World, on the subject of retail advertising, gives some excellent advice.

Some of the pointers could be used to splendid advantage in preparing the fall advertising campaign. An extract from the book follows:—

“Advertising is the true motive power of any store, anywhere—even in the crossroads store that has no competitor. The crossroads store that people must go to to get things, can make people come oftener, and buy more when they come, by doing clever advertising. The storekeeper can send out handbills by his boy or by the postman, or he can tell the farmer passing his store to tell the women he sees that the storekeeper has just gotten in a new lot of dress goods, toweling or winter shoes.

“Advertising is simply sending out word to your public about your new goods or special offerings. But every bit of advertising you do should have real life to it. There should be a reason for it, and it should convey a definite idea. The store that simply lists goods in its advertising is not only wasting its opportunities, but it is exploiting the fact to the world that it is a dead and unprogressive store. It is far better to have no advertising at all than to print commonplace stories about ordinary merchandise.

“Advertising must tell real news. It need not and should not be always bargains. I should say that half the advertising of any store should tell about the new goods at regular prices. But it should tell real news about them. The writer should have the necessary imagination to put live human interest into the story that is told. Advertising is efficient salesmanship in print. It must have the selling quality.

“The writer of real salesmanship advertising must feel what he writes. He must first be convinced that his story is a good one. Then he must, by the written and printed words, compel interest and action on the part of the reader. The intensity that he puts into what he writes will be in the message that is read. Perfunctory advertising is a waste of newspaper space. It may let people know you have a store and sell dry goods, but it tells also that yours is a very “dry” store.

“When you start to write an advertisement, analyze the goods thoroughly. Get every point in your mind.

“Be honest in your advertising. People are not fools. Thousands of stores print stuff in the papers that they would not dare to put into words in the presence of their customers. How silly that is. Do you think that people can be fooled in print by words that would make them laugh at you or cuss you when spoken? And what you print in your costly newspaper space has little influence with them, because they don't believe you!”



# Flax Crop Below That of Last Year

*Price of Linseed Oil Higher by Nearly 20 cents Than at Same Time in 1915—Acreage of Flax is 723,000 as Against 806,600 Last Year—Growing of Flax for Fibre in Ontario on Increase*

**R**AW linseed oil is in the neighborhood of twenty cents per gallon dearer than it was at this time last year. On August 14 last year the price for six to nine barrel lots was 62 cents per gallon. At the present time it is quoted from 80 to 90 cents per gallon. The acreage of flax sown this year in Canada is 83,600 under that of last year. Provided there is an average yield this year on the acreage sown this will mean that the crop will be in the neighborhood of 100,000 bushels below that of last year, based on an average of 12 bushels per acre. The acreage planted in flax this year throughout Canada is estimated by the Census and Statistics Office at Ottawa, as 723,000, as compared with 806,600.

## Prices Steadily Maintained

The price of linseed oil and oil cake has been maintained remarkably firm for some time past. The yield last year was slightly over 10,000,000 bushels of flax. This is a good yield for recent years although it is lower by about half compared with some of the best years of flax yield in Canada. The price of oil cake has been maintained remarkably well, at the present time some exported to Ireland has brought the crusher \$39 per ton. Oil cake is a contributing factor in the determination of the price of linseed oil.

Linseed oil is comparatively firm at the present time due largely to the firmness in the seed market. Canadian crushers depend largely on Canadian flax seed for their supplies. Occasionally the crushers at Montreal get some Argentine and Calcutta seed, but for the most part the supplies come from Canadian sources. Flaxseed is quoted around \$1.93 per bushel. This is lower than it was in the spring of this year when the price was around \$2.08 per bushel. The price at the present time is much firmer than it was about two months ago, when it sold as low as \$1.36 per bushel. Compared with the present price it was in the neighborhood of 60 cents per bushel below present quotations. Prices of flaxseed are usually a fair indication of the price of linseed oil. As to what the yield for the present year will be remains to be seen. At any rate the acreage is considerably under that of last year in Canada, and this should give a firm tendency to the market for oil. Reports of the Department of Trade and Commerce on July 28, give

the total amount of flaxseed in Canadian elevators as 1,198,197 bushels.

## New Crop Coming on Now

Canadian flax fields are just now heading out into the seed stage. Only a few of the late flowers remain, and the crop will soon be ready for cutting. Flax blossoms are of a delicate blue shade, lighter than the violet, but of the same exquisite coloring. It is a beautiful sight to see a field of flax in the blossom stage. In Holland there has been developed a flax plant which is used exclusively for fibre purposes, and which has a white flower. The seeds of the flax are dark brown, glossy, oval, oblong, flattened with acute edges and pointed at one end. The seed is rich in oil, there

being approximately 19 pounds of oil to a bushel containing 56 pounds of seed. This oil as all hardwaremen know is superior in drying qualities that render it an indispensable ingredient in paint and varnish, and in the manufacture of linoleum, oilcloth, printer's ink, patent leather and other products and manufactures.

The cultivation of the plant for fibre requires harvesting before the seed is full ripe, which impairs the quality and reduces the quantity of the crop for flaxseed. The cultivation of flax for the seed requires a seeding of two to three pecks to the acre. European countries cultivate flax for fibre, while the United States, Argentine, India and Canada

(Continued on page 132.)

## Used Curtains for Background



*Curtains were used as a background for the above paint display by Brampton Hardware Co., Brampton, Ont.*

**A** NEAT, attractive, tasty and yet simple window display of paint was recently put in by the Brampton Hardware Co., of Brampton, Ont. The feature that made the window attractive was the background of green tapestry curtains. This helped to set off the display of paints that were neatly arranged in the window. Suspended over the cans of paint were a series of paddles

showing the different colors. The window was nicely lighted with two electric lights. In front of the paint was an arrangement of paint brushes that added further to the window and made it complete. In front of the window on an incline were placed some color cards and pictures of houses that had recently been painted. It was not an expensively dressed window yet it was attractive.



produce the world's commercial crop for flaxseed.

#### Flax Mills in Ontario

There are about twenty-five flax mills in southwestern Ontario. The usual practice of the millmen is to rent fields from the farmers in the district at from \$10 to \$14 an acre. The farmer tills the land and in some cases hauls in the crop. He undertakes the duties of sowing, weeding and harvesting. The custom in the past has been to restrict the rentals to distances within team-haul of the mill. But there is a growing tendency to buy flax or rent land at points upwards of fifty miles and transport the flax in baled form by rail to the central mill. For the straw so delivered at the siding the price paid is from \$13 to \$15, seed on. The acreage of flax grown for fibre in Ontario is steadily growing. In 1913 the acreage was 2,500. In the following year it dropped to 1,400 acres. In 1915 it was 4,000 acres, while the estimated crop for 1916 is 5,500 acres. Russia is a big producer of flax fibre. In 1913 she produced 600,000 tons; in 1914, 324,000 tons and in 1915, 487,000 tons.

#### Experiments at Mount Forest, Ont.

At Mount Forest, Ont., experiments have recently been carried out with a system of retting the flax in the preparation of the fibre. In speaking of the results of these experiments, James A. McCracken, secretary of the Canadian Flax Growers' Association, in the Scientific American recently said:

"The importance of the system of retting is fairly indicated by the average price of Irish flax compared to the average price of Canadian flax. This season the former brings between 36 and 43 cents per lb., while the latter—except for one small lot, water-retted—brings between 16 and 25 cents per lb. The Irish and Canadian crops, as grown, differ little in quality. But Irish flax is water-retted, while Canadian flax, except for one departure to date, is dew-retted.

"The chief advantage of water-retted over dew-retted fibre is one of uniformity, which is obviously important in fine spinning. The most satisfactory experiments in water-retting yet undertaken in America are those connected with the exception cited above, in the form of experiments conducted at Forest, Ont. The fibre which has been produced in this manner has brought 45 cents per lb. on the New England market. This flax, by the way, did not receive the complete advantages of water-retting, but only those of mixed retting, which means treating the flax half way in tanks and the balance of the process on the grass, as in dew-retting.

#### The Highest-Priced Fibre

"The best fibre yet produced at this plant—the 45-cent lot — was secured

from flax put direct into the tanks after it was pulled; that is to say, the flax was placed in the tanks without threshing or curing in the shock. This is the method long famous in Ireland, but it is gradually being abandoned for the method by which the seed is saved. In Belgium and Holland still more valuable fibre is obtained without sacrificing the seed. The crop is carefully cured and frequently held over from one year to another in order that there may be material for steady retting from early spring until late fall. Fraleigh intends hereafter to hold a portion of his straw over until the following year, and to start retting as soon as fine weather begins. By this means not only will the straw be improved, but men can be steadily engaged and he can reduce his equipment for a given crop to the minimum.

"The tentative operations at water-retting of the Forest plant have been so encouraging that several more tanks are to be constructed this spring. At present there is no covering for the tanks. It is proposed to remedy this deficiency by the erection of a roofed structure with extended sides. This will enable men to work in all sorts of summer weather. All the work connected with

handling of the straw has so far been accomplished by hand. Consequently, there remains to be worked out, once the success of the process warrants it, some system of power-driven traveling cranes and carriers to effect the cheap transfer of the straw from wagon to tank and vice versa. This is a minor point, however, quite outside the retting process proper."

#### Big Consumption for Oil

In Canada and the United States something over 30,000,000 bushels of flaxseed are annually consumed in the manufacture of linseed oil. Argentine is one of the big producers of flaxseed. In the year 1915-16 the crop in that country was 40,273,318 bushels. In 1914-15 the yield in bushels was 44,308,523. The acreage planted to flax in the Argentine in 1914-15 was 4,257,533, and in 1915-16 it was 4,000,549 acres. In the year 1913-14 the acreage in the Argentine was 4,396,774. Much of this seed finds its way to the crushers of the United States, over 8,000,000 bushels being consumed in the United States. The next largest buyer of flaxseed from the Argentine is the United Kingdom, the amount being 4,376,485. Holland in 1915 took 3,982,452 bushels.

## Fall Paint Trade Will Be What You Make It

MUCH has been said and written about the value of the show window from a sales standpoint. It has been proven to the satisfaction of many successful merchants that the show window is a valuable sales medium. And still there are a few merchants who do not realize the full value of the show window.

If the same merchants had an opportunity to talk to 50 or 100 customers, all more or less interested in paints, what

would happen? The merchants would put forth their very best arguments.

Apply this to the show window in the average hardware store. Each merchant has in the show window a salesman, silent, but none the less effective, each day presenting to dozens of passers-by the arguments good or otherwise of the store proprietor.

It depends almost entirely upon the

(Continued on page 178)



A well balanced and attractive paint window display.



# Gasoline Is On Downward Grade

*Reduction of Cent a Gallon by Oil Companies May Perhaps Presage Further Declines—Big Production of Crude Oil Owing to High Prices—Crude Has Declined 40 Cents Per Barrel—Oil Men's Views.*

**"G**ASOLINE consumption in Canada this year has been heavier than ever before," stated J. F. Shatford, general manager of the Queen City Division of the Imperial Oil Company, to a Hardware and Metal representative. "Up to the present time consumption is 25 to 30 per cent. greater than last year and if the present good weather continues for some time it will possibly run much larger than that. In an average year consumption of gasoline in Canada is in the neighborhood of 60,000,000 gallons. With a 25 per cent. increase the consumption this year will be in the vicinity of 75,000,000 gallons.

"As to whether or not the price of gasoline is likely to go down below present levels there does not seem to be much probability of a serious decline so long as the present big demand keeps up. For the past six weeks the amount of gasoline consumed has been enormous. Good weather has made it favorable for motoring and with a continuation of the present conditions there should be a good consumption and a tendency to firmness

in present prices. We have reduced gasoline one cent per gallon on Monday of this week. This will make the price in Toronto 27 cents ex tank wagon. This would make the price to the consumer around 29 to 31 cents per gallon.



*J. F. Shatford, general manager Queen City Division of the Imperial Oil Company. Mr. Shatford has been with the Imperial Oil Company for about 26 years. He was before that time in the oil business under the name of Shatford Bros. His brother, S. S. Shatford is now manager of the Nova Scotia division of the Imperial Oil Company with headquarters at Halifax. J. F. Shatford has a son, Corp. Lionel L. Shatford, at the front with the Canadian forces*

war prices. But even in Michigan when it is reckoned on the basis of Canadian Imperial gallon, and when freight and duty and war tax is added the price would be 29.45c per gallon, as compared with 29c which is the minimum in tank cars in Canada. And they do not get gasoline anywhere near the high grade that consumers in Canada get," stated Mr. Shatford.

"The present decline has been caused through the increase of production of crude oil. Whether or not there will be further declines will depend largely on the amount consumed. A continuation of good weather will keep up the consumption. On the other hand a stretch of bad weather will put automobiles in their garages. Production of crude oil is going on apace and with this piling up of big supplies of gasoline about the only alternative is to have lower gasoline. Of course, we are not saying this is what is going to happen. We only state it as a possibility.

## Production of Crude

"As an indication of the way production of crude oil has increased during the

## WHERE ARE CANADIAN OIL FIELDS?

"There does not seem to be anything else in sight but a reduction in the price of gasoline. The production of crude oil has increased enormously and the price of crude oil has come down about forty cents per barrel within the past month. Crude oil prices are high at the present time. With the reduction of the price of crude oil the refined product is bound to follow downward. Production has overtaken the demand under the incentive of the increased price of crude oil. It would seem in the natural sequence of events that the price of crude should go down with a consequent reduction of the number of producing wells from which it is not possible to get a good paying margin. What is badly needed is the discovery of new oil fields in Canada. It seems to me that it is only a question of time until they are found. In the southern half of this continent oil has been found in almost every district—Pennsylvania, New York, Ohio, Illinois, Virginia, Kentucky, Texas, Oklahoma, Kansas. It hardly seems probable that the Almighty has distributed oil so widely throughout the United States and has neglected to put a little of it in the northern half of this continent. It would seem that little red apples should be found as easily in Canada as in the United States. To me it seems but a question of time until oil fields will be found in Canada. Where they are remains to be seen."—F. H. Littlefield, general manager Canadian Oil Company, in an interview with Hardware and Metal.

## Gasoline Cheap in Canada

"Gasoline all through the present high prices has been comparatively cheaper in Ontario than it has been in any part of the globe. At the present price at which gasoline is quoted in New York of 23 cents to garages it figures out that refiners are getting a much narrower margin of profit than American refiners. Take their price of 23c per wine gallon to the garages. To get a comparative cost with Canadian prices it must be brought to the basis of an Imperial gallon. The Imperial gallon is one-fifth larger than the wine gallon. This would bring the price to 27.60c per gallon. To this must be added duty to the extent of 2.50c per gallon and freight to the amount of 1.25c per gallon. This should bring the cost of Canadian gasoline to 31.35c per gallon ex tank wagon to garages. There is only one place where prices have been anywhere near as cheap as they have been in Canada and that was in the State of Michigan. There gasoline was quoted at 19c gallon. But there has been a cutting of prices there due to orders that had been placed by one supply company that had placed orders with some western oil producers covering a long-time period and at pre-

## A QUESTION OF SUPPLY AND DEMAND

"As long as the present big demand keeps up the prices of gasoline should not decline rapidly. The present fine weather is very conducive to motoring and the consumption has naturally been large. But with the coming of bad weather in the fall there should be a consequent reduction in the amount of gasoline consumed. If the consumption shows a tendency to fall off within the next six or seven weeks and the production of crude keeps up to the present high level there should inevitably be a reduction in the price of gasoline. It is entirely a question of supply and demand. Oil refiners are satisfied with a certain margin of profit. If the price of crude oil goes down it is natural for the price of refined oil to follow. There would seem to be indications that present prices will weaken in the face of production and on the basis of the probable falling off of consumption due to poor weather conditions. It is a question that cannot be accurately foretold as there are many factors that enter into the determination of the price. They are broadly covered under the terms of supply and demand. From present indications, however, it would seem that the supply has pretty well caught up with the demand. This is pretty well indicated by the recent drop in the prices of crude oil. When good prices for crude prevail it is only a question of time until the supply will surpass the demand."—From an interview with a prominent Canadian oil man by a Hardware and Metal representative.



Present year it can readily be seen by taking a comparison between March, April and May of last year and the same months of the present year. Crude oil produced in those periods were:

	1915.	Barrels.
March .....	7,038,337	
April .....	6,287,336	
May .....	7,210,210	
	1916.	
March .....	8,628,964	
April .....	8,595,473	
May .....	8,976,402	

"By these figures it will be seen that in March of this year the production was approximately a million and a half barrels greater than last year, while in May of this year it was over a million and a half barrels greater than the corresponding month of last year. This is in what is known as the mid-continent field, which comprises the fields in the State of Oklahoma and Kansas and Texas and is considered the most important of the oil bearing areas of the United States. In the Illinois field and in the Pennsylvania fields there has been a slight falling off in production in the three-month period named.

#### Big Production This Year

"Estimates by John D. Northrop of the United States Geological Survey places the production of crude oil in the United States at 140,000,000 barrels during the first half of 1916. The production is distributed as follows

Field.	Barrels.
Appalachian .....	11,400,000
Lima-Indiana .....	1,800,000
Illinois .....	7,900,000
Kansas and Oklahoma .....	50,500,000
Northern and Central Texas .....	4,200,000
Northwest Louisiana .....	6,800,000
Gulf Coast .....	11,400,000
Wyoming and Montana .....	2,400,000
California .....	43,500,000
Miscellaneous (Colorado, Michigan and Missouri) .....	100,000
	140,000,000

In speaking of the significance of these figures the "National Petroleum News," one of the leading oil journals of the United States, says: "This quantity, which includes a little oil actually purchased in 1915, but marketed during 1916, is appreciably less than the output during the first half of 1915, though it is greater by about 5,000,000 barrels than one-half the entire quantity marketed last year. When it is considered the first half of 1915 includes the period of maximum production of the Cushing pool in northwestern Louisiana, the disparity in output between the corresponding periods is not especially significant.

#### Reflects Activity

"The magnitude of this quantity, the fact that it is greater than one-half the total petroleum marketed in the United States in 1915, and the further fact that it reflects the results of general activity throughout all oil-producing areas rather than flush production in restricted areas is, however, significant, and leads to no other conclusion than that the final statistics of oil marketed in

1916 are destined to establish a new record.

"The outstanding feature of the petroleum industry during the half year just closed was the high level reached in the prices of crude oil in March and maintained firmly to the end of the period. This level reflects less strongly the decreased capacity of a large number of new refineries installed during the recent period of low prices.

"As a consequence of the incentive afforded by the high prices in the early part of 1916 activity in drilling increased enormously in all fields with the opening of spring, and though within the half-year period no strictly new pools were discovered, there was a development of old pools and new extensions that was attended with gratifying success. So marked was this success in the Augusta and El Dorado pools in Southern Kansas, the Blackwell pool in Kay County, Okla., and the Shamrock extension of the Cushing pool in Creel County, Okla., that at the end of half-year period the production and consumption of crude oil east of the Rocky Mountains are essentially in balance and a tendency toward weaker prices for mid-continent grades is apparent.

"Thus far this tendency has affected high-grade crude oil only to the extent of lowering the premium on certain types that are in greatest demand, but its influence on market quotations is inevitable if production continues its steady increase, or if the remarkable wild-cat campaign now under way in the south-west, results in the discovery of even one considerable pool of high-grade oil."

#### Large Number of New Wells

During the year 1915 there were a large number of new wells sunk in the eastern field of the United States, which includes New York, Pennsylvania, West Virginia, Kentucky, and South-eastern Ohio. A total of 5,197 wells were completed, of which 2,905, or 56 per cent., yielded oil, 1,254 were classed as gasers and 1,038 were barren. The combined output for the first day of productive life of the oil wells completed in 1915 was 31,922 barrels, or an average of 11 barrels for each well. Individual wells in Pennsylvania and New York averaged seven barrels each, in Eastern and Central Ohio 12 barrels, in Kentucky 13 barrels, and in West Virginia 18 barrels.

#### Crude Oil Going Down

Crude oil has taken a drop of 40 cents a barrel within the past month, and is still on the down-grade. Ohio crude at the time of writing is selling at \$1.53 per barrel. Pennsylvania at \$2.50 per barrel, Oklahoma at \$1.05 per barrel, and Canadian crude is at \$1.83 per barrel. The supply of Canadian crude at the present is a negligible quantity. As an

indication of the difference in the price of crude oils during the first part of last year and the first part of the present year the following figures for the Mid-Continent field, together with the production, will give some indication of reason for the decline in the price of crude oil and the consequent decline in the price of gasoline:—

Mid-Continent.	Production	Price,
1915—	Barrels	Barrel
January .....	7,682,735	\$0.55
February .....	6,157,962	.40
March .....	7,038,337	.40
April .....	6,287,336	.40
May .....	7,210,210	.40
June .....	6,152,667	.40
July .....	7,092,307	.40
August .....	7,123,101	.75
September .....	6,091,783	.80
October .....	6,161,784	.80
November .....	6,788,988	1.20
December .....	7,517,541	1.30
1916—		
January .....	7,494,812	1.30
February .....	7,593,067	1.30
March .....	8,628,964	1.55
April .....	8,596,473	1.55
May .....	8,976,402	1.55

#### AUTOS A BOON TO MERCHANTS AND FARMERS

(Continued from page 125)

secured. If sales are not made at the time, the prospects are followed up later.

Newspaper advertisements are used in season to advertise the stove department. Circulars and manufacturers advertising literature are also distributed among likely stove buyers.

#### Circulars Sold Stock Food

As an example of how circulars will often pull business, Mr. Lendon stated that in introducing a line of stock food, he had sent a boy around to place circulars in the farmers rigs on the market. The following Saturday several sales were made as a result of this method of advertising.

Lendon's also do electric wiring and plumbing. A line of electric fixtures is carried in stock and the samples are suspended from display racks at the rear of the store.

#### An Attractive Store

The Greenhill Hardware, also conducted by Mr. Lendon is in many respects a model store. In this store as in the parent store an effort has been made to have a sample of every article on display. Silent salesmen are used with good effect for displaying cutlery and silverware, clocks, etc.

A large tool rack (shown in the photograph) stands in the centre of the aisle towards the rear. This rack holds 15½ dozen tools and takes up a comparatively small space. Mr. Lendon stated that many farmers wishing to purchase hay or manure forks, shovels, etc., go direct to the rack and make their selections without the aid of a salesman. The display rack acts as a silent salesman. It conserves space, and allows a large and representative display to be shown in limited quarters.



# Manufacturers Meet Retailers

*Co-Operation is Urged at Meeting of Manufacturers, Credit-men and Retailers—  
Banquet held at Fort Garry Hotel—Contract Selling Plan.*

**T**HE eleventh annual convention of the Dominion Board, Retail Merchants' Association of Canada was held at the Fort Garry Hotel, Winnipeg, last week. It was the first convention at which all the provinces, with one exception, were represented.

## Exempt From Tax

Among the many resolutions passed was one to the effect that in the event of a municipality entering into any commercial enterprise in competition

in the discussion which followed the banquet it was quite evident that all bodies represented were anxious to get together and work together in all matters pertaining to their mutual welfare.

## Passed Resolution

Following a lengthy debate, a resolution was passed as follows:—

"The joint committee of retailers and wholesalers believe that their interests are largely in common, and that co-operation in solving many of the problems affecting both is sure to be mutually beneficial.

"We are in favor that where possible an established price to the consumer be made. We suggest the co-operation of the manufacturer, wholesaler and retailer to this end.

"We believe that the manufacturer, wholesaler, and retailer should work together to conserve to the retailer all business which naturally belongs to him, and that every effort should be made to eliminate unnecessary expense in the marketing of all goods.

"We believe that the manufacturer, wholesaler and retailer should also co-operate in protecting the public in every way possible from fraudulent advertising and the gross misrepresentation of goods offered for sale by unscrupulous dealers.

"We believe all matters pertaining to legislation affecting all parties concerned should be referred to the joint committee for consideration."

## Speeches at Banquet

With the exception of the address by Hon. E. Brown, most of the speakers re-

ferred principally to the foregoing resolution.

Mr. Brown's address was practical and well received. His hearers applauded the assertion that the provincial government was in sympathy with the aspirations of the retailers. He urged honesty in business, and remarked "I have very great faith in advertising when it presents the facts in the proper way." He mentioned that at the next session of the legislature the government



*The New President—Horace Chevrier.*

with merchants, the latter be exempted from business tax.

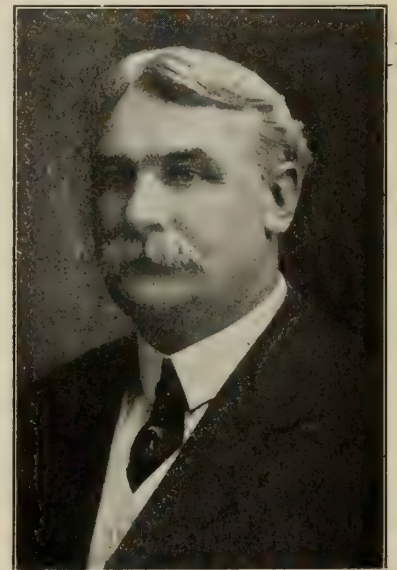
Another important resolution was to the effect that the Dominion Government be asked to appoint an inspector for the purpose of prosecuting persons who violate the criminal code with reference to any matters that affect the public, such as false advertising and deceiving the public in regard to the sale of merchandise.

A complete list of the resolutions passed is reported elsewhere in this issue.

## Co-operation Heartily Urged

The Executive members of the Canadian Manufacturers' Association, Canadian Credit Men's Association joined the retailers in a banquet at the Fort Garry Hotel on Tuesday evening.

B. W. Zieman, of Preston, Ont., president of the Retailers' Dominion Board, presided, supported by A. R. Ingram, president Canadian Manufacturers' Association; L. J. Mylius, president Credit Men's Association, and others.



*Vice-President D. W. Clark, Toronto.*

would consider very thoroughly the question of rural credits.

Mr. Mylius representing the Canadian Credit Men's Association, and Mr. Ingram representing the Manufacturers' Association, spoke of the necessity for the three classes to get together. Each mentioned that the bodies they represented were anxious to co-operate and discuss problems of mutual interest. "You will find the manufacturers ready to meet you more than half way," declared Mr. Ingram, while Mr. Mylius stated that the efforts of the credit men for some time past had been directed towards getting into closer touch with the retailers.

## Contract Selling Plan

E. M. Trowern, secretary of the Dominion Board, announced that the retailers had that day decided upon a contract selling plan, by which retailers all over the Dominion would sell certain goods at a fixed price, and no one would be permitted to do price cutting in that particular line.

G. A. Maybee, Moose Jaw, Sask., hon-

## MOVE DOMINION BOARD TO OTTAWA

**A**T the convention of the Dominion Board of the Retail Merchants' Association held at Winnipeg last week it was decided to move the headquarters of the Dominion Board from Toronto to Ottawa. This will mean the removal of E. M. Trowern, Dominion secretary from Toronto to Ottawa. The headquarters of the Ontario and Toronto boards will still be located at Toronto. It is believed that the best interests of the retailers will be served by having the head office at Ottawa where most of the legislation affecting the retailers is passed.



orary president of the Saskatchewan Retailers' Association, mentioned that the blending of the three organizations together at that meeting was the realization of one of the dreams of his life. He dealt with conditions in Saskatchewan, and admitted that in that province the retailers had a great fear of the

wholesalers, but he was hopeful now that that feeling would shortly be dispelled.

J. A. Beaudry, Montreal, Dominion treasurer of the R.M.A., pleaded for greater efficiency in order to deal with after-war problems, and emphasized the

need of further and more strong organization work.

Henry Detchon, general manager of the Credit Men's Association, spoke of the eagerness of the credit men to co-operate with the retailers. They realized that the prosperity of the one depended on the prosperity of the other.

## Resolutions passed by the Dominion Board of the Retail Merchants' Association at Winnipeg

### RETAILERS AND WHOLESALERS

"The joint committee of retailers and wholesalers believe that their interests are largely in common, and that co-operation in solving many of the problems affecting both is sure to be mutually beneficial.

"We are in favor that where possible an established price to the consumer be made. We suggest the co-operation of the manufacturer, wholesaler and retailer to this end.

"We believe that the manufacturer, wholesaler and retailer should work together to conserve to the retailer all business which naturally belongs to him, and that every effort should be made to eliminate unnecessary expense in the marketing of all goods.

"We believe that the manufacturer, wholesaler and retailer should also co-operate in protecting the public in every way possible from fraudulent advertising and the gross misrepresentation of goods offered for sale by unscrupulous dealers.

"We believe all matters pertaining to legislation affecting all parties concerned should be referred to the joint committee for consideration."

### MANUFACTURERS AND WHOLESALERS

"That a letter be sent the manufacturers of Canada and to the wholesale trade inquiring as to the nature of their trading policy, and to submit same to the Dominion board."

### NO COMMERCIAL ENTERPRISES

"That it is the opinion of this convention that no attempt should be made by our association to enter into any commercial enterprise, and that we do not lend the name of the association to promote the sale of any product."

### REGISTER BUSINESS FIRMS

"That the Dominion Government be asked to register all firms doing business in Canada through the Department of Trade and Commerce, so that they will be able to keep track of the number of people doing business in Canada and their various interests."

### FALSE ADVERTISING

"That, whereas, in cases of prosecution in the police court for violation of the False Advertising Act, it has been found that the Act does not make any provision for accepting the written report of the analyst who may be asked to analyze any goods and that the analyst himself must appear and give evidence, we therefore recommend that the executive take such action as to have the written sworn statement of the analyst taken as evidence in the courts."

### VOTING CONTESTS

That the convention strongly condemns voting contests, as they promote the gambling spirit in the community, and that the methods employed are not in keeping with legitimate advertising.

### BULK SALES ACT

That the executive be requested to see that any bulk sales act, proposed to have placed on the statute books, be so worded before being passed as not to discriminate against any particular class in the community.

### ADVICE ON INSURANCE

That freight adjusting and expert insurance services be added to the departments in the association. Many a merchant carries insurance on his building and stock, of which he knows little about the payments. When he is wiped out by a fire he is sometimes at a loss to know what he shall get from his insurance. This proposed department is for the purpose of looking into his policy and telling him what to expect from it.

### WANT A CENSUS

That a census roll of the number of merchants doing business in Canada, by provinces, be kept at Ottawa.

### BOGUS CHEQUE ARTISTS

The executive was instructed to take up with the government and the Bankers' Association, the question of the issuing of the N.S.F. cheques by numerous persons throughout the country. Now that the hotel bars are closed in several provinces, merchants are complaining that the practice of giving cheques on a bank in which the issuer has no, or not sufficient funds, is spreading rapidly.

### BANKRUPTCY ACT

That the executive prepare a draft of a Bankruptcy Act, suitable for the entire Dominion, and which would enable unfortunate merchants who may have met with misfortune, to commence business again, provided they have a clean record.

## Election of R.M.A. Officers

*Winnipeg Merchant Elected President—Treasurer and Secretary Re-Elected—East and West Re-United.*

ON the last day of the meeting the election of officers took place. The following officers were elected:

President, Horace Chevrier, Winnipeg; first vice-president, J. O. Gareau, Montreal; second vice president, D. W. Clark, Toronto; treasurer, J. A. Beaudry, Montreal (re-elected); secretary, E. M. Trowern, Toronto (re-elected).

The day's proceedings closed with a supper at which complimentary speeches were delivered. Mr. Chevrier was enthusiastically congratulated upon the honor conferred upon him.

### Move to Ottawa

The transference of the head office of the association from Toronto to Ottawa was made in the belief that by such action the best interests of the retailers would be served.

### To Work in Harmony

Complete accord on future policies of

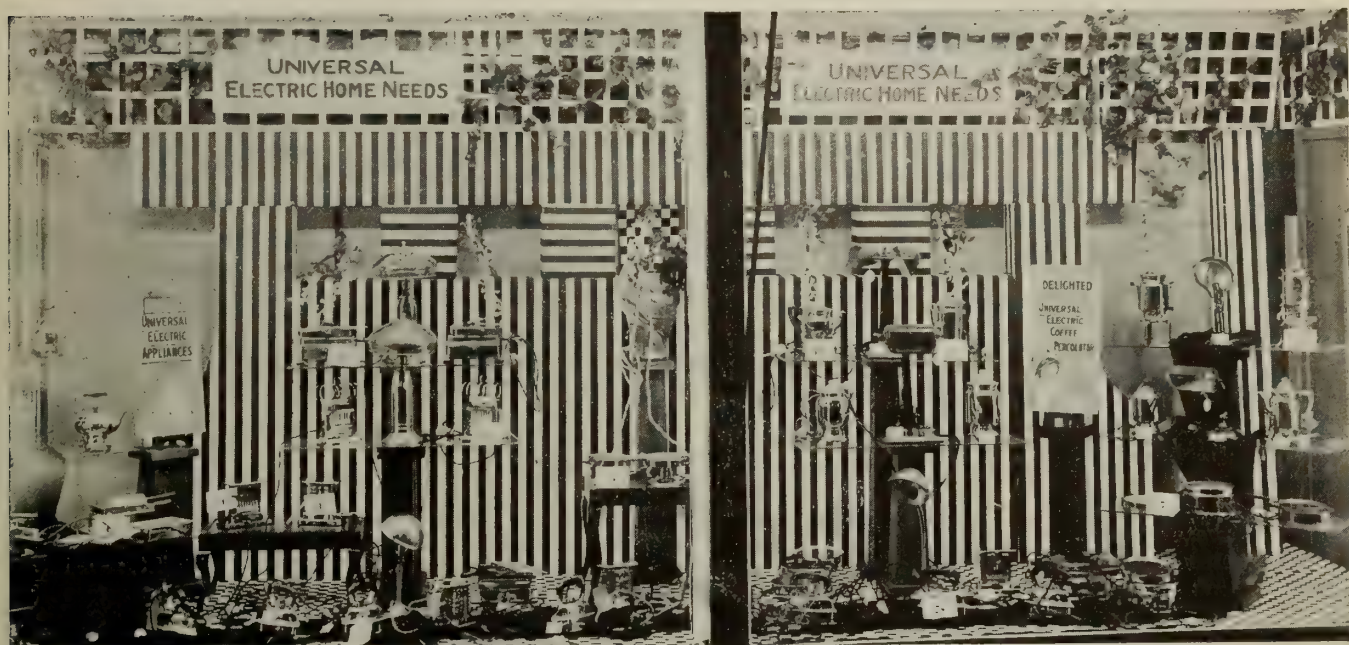
the association, and avowed determination to work in harmony on all matters affecting the welfare of the retailers of Canada were the two principal themes of the addresses of G. A. Maybee, honorary president of the Saskatchewan organization; E. M. Trowern, J. A. Beaudry, J. A. Banfield, Winnipeg, and others.

A hearty vote of thanks was passed to the retiring members of the board. This was appropriately responded to by B. W. Zieman, retiring president, and J. L. S. Hutchinson, retiring vice-president.

The supper served to cement the new harmonious spirit so long desired between the East and West. The visitors referred to the hearty reception which had been accorded them by the Winnipeg branch of the association.



# Windows and Newspapers Work Together



A description of the above excellent display of electric appliances is given in the accompanying article. The display was arranged by C. H. Smith. Many excellent ideas may be secured from the above trim.

A **S**PLENDID example of how window display and newspaper advertisements can be made to work in harmony, is shown in the accompanying illustrations. The display appeared in one of the thirteen display windows in the J. H. Ashdown hardware at Winnipeg. The advertisement reproduced here is typical of a number of ads which appeared in Winnipeg daily papers while the display was on.

The window display itself attracted a great deal of attention and favorable comment. It was made doubly effective however, when backed up by a good newspaper campaign. Although many direct sales were made from the window there will undoubtedly be more sales made later on as a result of the display.

The advertisement occupied a space 4 cols. wide by 14 inches deep. Good illustrations were used, and prices were quoted on each article. Neat price tickets showing the prices in plain figures accompanied each article in the window. There is no evidence of overcrowding. Each appliance stands out distinctly. The background of the window was made of wall board covered with black and white striped paper. It was 6 inches deep. A check paper was used on the floor of the window. Black velvet was used for draping. The window display, like the advertisement, featured only one line of goods—electrical appliances. The show cards and price

tickets were made of white board, lettered in black.

A number of small display stands or tables have been used very effectively for holding the various appliances.

Glass shelves, supported on shelf brackets, have also been used with good effect to hold appliances, three on each shelf. The brackets are hidden below the black velvet draping.

An examination of the display and the advertisement will give the reader an idea of some of the lines of electrical goods which are now finding a ready sale through hardware stores. There have been great developments in the manufacturing and marketing of electrical appliances during recent years, and more particularly in those lines which make housework lighter. Electric irons and toasters are ready sellers. Coffee percolators are rapidly growing in favor. Electric grill outfits are finding a ready sale among people who have been educated as to the usefulness and practicability of this neat and compact appliance. The sewing machine motor has come as a boon to thousands of women. It is finding a ready sale in the larger towns and cities. The motor is simple, efficient and operates on almost any sewing machine. The motors are very reasonable in price considering the work they do, and the small cost of operating them. Electric lamps are always good sellers. It is only within the past 8 or 10 years that electrical appliances have been stocked extensively by hardware firms. In that time, however, the sale for appliances has gone ahead by

(Continued on page 151.)

**DO IT ELECTRICALLY.**

**Keep Cool Electrical Appliances For Hot Weather**

**Toasted on a Universal Toaster**  
Crispy Brown Slices  
Each \$4.75

**Light Meals Easily Prepared**  
With a Universal Grill  
Each \$6.25

**UNIVERSAL COFFEE PERCOLATOR**  
ELECTRIC POT STYLE  
\$12.50  
Universal Tea Machine Electric  
\$10.00

**Summer Dining—The Cool Way**  
**USE A HOTPOINT**  
With a Hotpoint Electric Iron you can steam up the house and be cool and comfortable all day long. It works on a hot water system. Take your Hotpoint to the laundry, it's guaranteed to keep you cool and comfortable in a hot water system. Get a Hotpoint today! Your money is safe with us. We'll give you a Hotpoint guaranteed for years.  
Each \$4.25

**UNIVERSAL TEA SAMOVAR**  
\$12.50  
Universal Coffee Percolator ELECTRIC POT STYLE  
\$12.50  
Universal Tea Kettle Electric  
\$10.00

**FOUR HEAT GRILL UNIVERSAL**  
Each \$7.00

**The Sewing Machine Operated Electrically**  
Each \$18.25

**AT ASHDOWN'S** **The Big Busy Hardware**

One of the advertisements which appeared in the Winnipeg newspapers while the window exhibit was on display.



# Lost \$2,000 Through Credit System

*Heavy Loss in One Year Through Granting Credit—The Loss Eliminated by Introduction of Cash System—Farmers Have Money on Deposit with Hardware Firm—Issuing a Catalog for Farm Trade.*

**W**E figure that in one year we lost almost \$2,000 through the credit system, stated S. V. Day, of the Day Hardware Co., Red Deer, Alta., to a Hardware and Metal representative. This was due largely to interest on overdrafts; by having money on our books instead of in the bank; by loss through bad accounts; by losses sustained through not taking cash discounts. Prior to Jan. 1 of this year we did both a cash and credit business. There has always been more or less worry and inconvenience under the credit system. We wanted to get away from it and decided to put the cash system into effect at the first of the year.

We started preaching the advantages of the cash system for some time prior to that date. We talked to our customers about it and sought their advice. We pointed out that under the cash system we could buy better and sell better. We could take advantage of all cash discounts. We could devote more time to studying the markets. We could give our

customers better personal attention, and look after their interests in a more satisfactory manner when we were not burdened with the necessity of looking after credit accounts. It was surprising to find how many customers fell in with the idea.

There were a few, of course, who could see nothing good in such a radical change as we proposed making, but they were greatly in the minority. Others were non-committal but felt inclined to watch and see how the new plan worked out.

For some time prior to Jan. 1 we used newspaper space to advise our customers that commencing with the first of the New Year we would introduce the cash system of doing business. And on that date the new system went into effect. The only credit accounts we carry are those of the town, Government, public schools, and public institutions which have specified dates for the settlement of accounts.

We have been highly pleased with the cash system so far. We have found that

with many people, asking for credit is merely a habit. They can settle for the goods on the spot, as well as 30 days later. Thousands of people in the West are sending their cash away to the mail order houses. Why can't they pay cash to the retail merchants as well? We have found that the farmers will pay cash if they are properly handled. Of course, in introducing the cash system we have tried to give an improved service. We watch our buying closely and try to give our customers the very best value for their money.

## Farmers Deposit Cash

Before we introduced the cash system, several farmers asked what we would do when the farmer sent in with a neighbor for goods. We suggested that the farmers open small deposit accounts with us. This plan is worked successfully by many of the large department stores. The result is that to-day we have 20 accounts with farmers who have deposited sums ranging from \$5 to \$10. They can send in orders with their neighbors or boys



A good view of the interior of the Day Hardware Co. store at Red Deer, Alta. Note the neat arrangement of the stock. The store is sufficiently wide to allow for good displays of stoves, churns, bicycles down the centre aisle of the store.





*A splendid window display which appeared in the show window of the Day Hardware Co., Red Deer, Alta. The display was arranged by D. A. Smith. This display will give readers an idea of the class of goods which finds a ready sale in many Western towns.*

and secure goods up to the value of the cash on deposit. - In most cases the orders are small and are only for goods needed in a hurry. When the cash is used up we notify the depositors.

We have lost very few customers as a result of the new system. A few customers left us for a while, but came back later on. True, a few have not returned, but in making a change of this kind we had anticipated losing a few customers. However, the number has been very small indeed, and we are greatly pleased with the change we have made, stated Mr. Day.

#### **Shelter for Horses**

By getting away from the credit system we can now devote more time to looking after the needs of customers. One move we made was to erect a shelter at the rear of the store for farmers' horses. We erected a shelter about fifty feet in length. The cost was not high, and the farmers find the building a great convenience.

We are now devoting our attention to the mail order houses and are doing our best to off-set their competition.

#### **M.O. Houses Return Orders**

Mail order houses, like ourselves, have had a rather trying period since the war began. We know for a fact that they have had to return a great many money orders owing to their inability to fill

orders on account of the scarcity of supplies of many lines of goods. We offer to supply any of our customers with hardware at the same prices as are shown in the mail order catalogs.

#### **Issuing own Catalog**

We are also issuing a catalog of our own, stated Mr. Day. In this catalogue we will feature such lines as pumps, gasoline engines, stoves, forges, blacksmith's outfits, feed cookers, and other articles in which the farmers are interested.

The catalog will be well illustrated and prices will be quoted on all lines. In adopting some of the methods employed by the mail order houses we hope to beat them at their own game. We are right here on the ground, and we can compete successfully on most lines. Furthermore, we can make immediate delivery. The latter feature is one that we will play up strongly.

#### **MISTAKES IN FIGURING PROFITS.**

**"F**IGURING Profits," is a subject that has been discussed times without number at trade conventions. Innumerable articles on the subject have appeared in the trade press. And yet, the question is one of such importance that retailers cannot be too often reminded of it.

It is a well-known fact that many mer-

chants fail in business because they do not figure their profits correctly. There is a variance of opinion regarding the correct way to figure profits, some merchants claiming that profits should be figured on the cost price of goods, while others state that profits should be figured on the selling price.

Authorities who have made a close study of the question claim that it is scientifically correct to use either the cost or selling price as a base in figuring the percentage of profit, as long as it is stated and made clear on what base the percentage has been calculated. The majority of successful firms have adapted the method of figuring the percentage of profit on the selling price.

The vital issue, however, is the showing of net profit in dollars and cents at the end of the business year, when the inventory has been completed and the books are closed. And in order to make a satisfactory showing, it is necessary that a proper method of figuring profit should be followed through the year. Where many men make a mistake, and fool themselves, is in their refusing to see or acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum, or in other words, if 25 is twenty-five per cent. of 100, it is only twenty per cent. of 125.

In an article on the correct way to  
(Continued on page 151.)



# Making Use of Clerks' Sales Records

*Merchant in Small Town Knows How Sales of Clerks Figure Out in Relation to Total and to Salary Cost—If Salary is Over 10% of Sales Latter Must be Increased*

THE question of salaries in relation to sales is one that interests every hardwareman to some extent. And yet comparatively few merchants keep a systematic record of each clerk's efforts. It is all right in the large department stores, some merchants will reply, for the clerks are so numerous that they cannot gauge them any other way. In my store there is no need for such a system. I know just about what each one does anyway.

But, after all, definite knowledge of one's business is more to be desired than general, and for the clerk's own sake, if nothing else, a record ought to be kept. It will stimulate most of them to have a standard (last year's) held before them to exceed, and the attaining this by extra effort will prove an encouragement. In some stores it has been found a quite workable plan to post up a list of the clerks and the relative position each occupies for the month, whether first, second, tenth and so on in total sales. Or, where clerks are kept pretty steadily to a special department and a comparison of total sales over the store is hardly fair, comparisons are made by departments, or groups of departments, or Group A may be those who exceeded last year's figures, say, by over 10 per cent.; Group B, those up to 10 per cent.; Group C, those who dropped below the previous year.

In many stores a slip is sent a clerk at the beginning of each week, giving sales for the corresponding week last year—which he is expected to beat; in others, the whole list goes to the head of the department, for him only to check up. Sometimes the clerk's salary is worked out to a percentage of sales, 5, 6, 8, 11, 13, as the case may be, while in one store each department has a basis of salary to sales worked out on the percentage, and if a clerk is unable to work up his sales so as to bring his salary percentage down to the average figure, he is in time let out.

The editor of one of the MacLean trade papers recently ran across a simple, yet practical, system which is in use in a dry goods store at Clinton, Ont., where four clerks are employed. The system is applicable to any retail store, and the details are given here for the benefit of hardwaremen who have not a system at present, and are desirous of introducing one which is simple, yet effective.

The Clinton merchant keeps a daily record of each clerk's sales, and these

are entered in a book, with one page holding a month's entries. In addition to the total sales, a record is kept of the percentage each clerk's sales bore to the total sales of the store. Under this, in red ink, were the figures showing the percentage this clerk's salary bore to the total salaries. That is, this indicated whether the clerk was doing the part in the store called for by his salary.

To illustrate: one clerk for the month did 37 $\frac{3}{8}$  per cent. of sales, while his

One more point—what was it costing to sell goods so far as his salary was concerned? His salary was 94.5 per cent. of his sales. This, too, was entered in red ink for ease in reference.

A similar summary was filled in for each clerk; and it was found, as it will be in most stores, that a clerk runs consistently above or below his average of the salaries and the sales throughout the year. He either does better than he is paid, or worse, fairly consistently. The

## CLERKS' DAILY SALES AND SALARY RECORD

	A.	B.	C.	D.
1. ....	\$ 25.00	\$ 18.71	\$ 24.32	\$ 10.95
2. ....	27.50	19.20	23.97	7.47
3. ....	26.74	17.35	21.16	9.64
.....	.....	.....	.....	.....
29. ....	32.16	22.60	29.84	10.21
30. ....	23.40	20.43	16.13	8.15
Total (Jan.) .....	\$645.63	\$460.75	\$504.63	\$164.80
Pct. of total sales.	36	30	21	16
*Salary p.c. . . .	33	26	28	9

\*That is A's salary was 33 per cent. of the total salaries paid; while he sold 36 per cent. of the goods sold.

Record for February:

Salary percentage.	33	27	26	12
Pct. of total sales.	35	30	21	16

Record for March:

Pct. of total sales.	37	25	27	11
*Salary percentage	33	30	21	16

\*This, of course, remains the same each month while salaries kept the same. So the record goes, totaled at the end of each month. Next comes the record for the year.

## HOW THE YEARLY RECORD WORKS OUT

	A.	B.	C.	D.
Pct. of total sales.	36	26	28	10
Salary percentage..	33	30	21	16
*Salary pct. of sales	9.1	10.4	8.5	12.6

\*That is, it cost \$9.10 for clerk A to sell \$100 of goods; \$10.40 for clerk B. Or clerk A's salary was 9.1 per cent. of sales; B's, 10.4 per cent., and so on.

Clerks B and D, in the manager's opinion, were not selling enough to warrant the salaries they were being paid, as he figures out that no clerk should cost more than 10 per cent. of his sales.

salary was 30 per cent. of all the salaries. That is, he was running above the mark. A glance over the other monthly records showed he was keeping above this 30 per cent. On the page for December sales, there was entered not only the monthly average, but the average for the whole year, 32 $\frac{3}{4}$  per cent. of the total sales, while his salary was 30 per cent. In not a single month had he fallen below the 30 per cent.

beauty of the system, from one point, is that a clerk can be shown such a record and it will be readily grasped by him, and if he is capable of improvement he is bound to reverse his position to the store; his sales will be above in percentage the total sales compared with his salary.

The practical application of this system is that after a fair trial if a clerk cannot equal or exceed the "red" fig-



ures showing the percentage his salary bears to the total, that he is not worthy of being retained for any length of time. It may be said, "Lower his salary until his sales correspond," but his salary should be raised, not lowered, as years go by, for sales should be increasing. Lowering a salary might be an alternative to letting the clerk go, but this suggests that he is incapable of progressing in salesmanship.

The records have assisted the mer-

chant on several occasions in making changes, and by letting a clerk go who, he found, could not bring up the sales, he got some one else who almost from the start kept above the "dead line," as the average is sometimes called.

Not only is such a record a good test as to whether a clerk should be retained, but it often decides when salaries should be increased. The second record, that of the percentage a clerk's salary bears to sales, is always a valuable one for the

proprietor. In the Clinton store, for instance, it has been decided that under local conditions, no clerk should cost more than 10 per cent. of sales; that is, if the salary is \$700 a year, the clerk should sell at least \$7,000 worth of goods.

The accompanying panel shows a sample—based not on actual figures from the Clinton store, but approximate ones, showing how this system works out.

## What Is Your Percentage of Profit?

*Inquiries From Merchants Show They Run From 9 to 20 Per Cent.—Percentage of Profits on Individual Articles Varies Widely—Successful Merchants Have No Set Percentage That They Secure for Each Article*

THE question of the proper percentage of profits that a hardwareman should have is one on which there are many varying opinions. Each hardwareman carries somewhere in the back of his head a profit which, on looking it over at the end of the business year, says to himself: "It is well," or "It is not enough." The fixing of these percentage profits for the year is an easier matter than deciding what percentage of profit should be added to each particular article when it is priced and put on the shelves. When one starts out on a trip of inquiry, he finds these percentages range all the way from 9 per cent. to 50 per cent. Each merchant has his own particular figure with which he is satisfied. There was one merchant who wanted his 50 per cent. There was another who was satisfied with 35 per cent. There was still another who was content if the gross profits amounted to 25 per cent. But it should be borne in mind that there is a distinction between the profits with which a merchant is satisfied on each individual article and the gross profits on the sales of all articles during the course of the year. In the one case it is a very variable quantity; in the other, there is not such a wide range of percentages.

### Fixing Percentages on Articles

Successful merchants in many cases asserted frankly that they never start out with the idea of getting a 35 or 50 per cent. profit on every article they sell over the counter. One successful merchant in the City of Brantford stated that he had a sort of "base" from which he worked both up and down. That "base" he placed at 50 per cent. The experience of another hardwareman in a country district went to show that he really had no such stable thing as a base. With him it is largely a matter of judgment as to what he thinks an article is worth, and what he thinks he

can get for it. In the case of nails, he stated that he was unable to get more than 1½ per cent. On other lines he could get as high as 75 and 100 per cent. without making an exorbitant price and one which would seem above the value of the article. "It does not do to make a price that will scare the would-be customer to the tall timbers. It is necessary to have a conscience in the matter of fixing percentages. One should see to it that there is value for the price asked. It is a certain way to destroy trade if the price is high. In the case of the average hardware merchant in the small town quite a percentage of his trade comes from the farmers of the community. Farmers as a class have a good bit of common sense. They know what is good value and what is not. If they do not before they buy it, they can size it up pretty well after they have used the article for a time. There can be no hard-and-fast rule in the fixing of prices. It is largely a question of sizing the situation up correctly," asserted the hardwareman in question.

### Has Base of 50 Per Cent.

"In each instance I try as nearly as possible to get a 50 per cent. margin of profit. From this, of course, must come the overhead expenses and other incidentals connected with the conduct of the business," stated a prosperous merchant. This man estimates his wealth at \$50,000. His system must have been a fairly good one in so far as it has relation to the accumulation of wealth. "But it is not always possible to get this margin of profit. Sometimes it is more; sometimes it is less. I work both upward and downward with the 50 per cent. figure as a sort of anchor to windward.

### Judgment Very Important

"After all it dissolves itself down to a question of headwork. Some lines will

stand a very small margin, while others will carry a much bigger profit without overburdening the customer. Judgment is perhaps the most important factor in enabling a merchant to fix the proper margin of profit. In this he will show his insight and test out his ability to know what price a certain article will stand. It should not be his aim to squeeze from his customers every last penny that he can. That is a bad policy to go on. A customer may not find this out for some time. But if he ever does find it out, the merchant can make up his mind to say good-bye to his trade. But there is a certain subtle method by which he must arrive at his price and which in itself is not difficult or hard to fathom. I always ask myself what price I would be content to pay for a certain article if I were buying it. This I have found to be a pretty safe guide."

### Gross Percentage Profits

The amount of profits that a merchant is satisfied with at the end of the year, when the whole year's business is totalled up, is also a very variable quantity. Some merchants are satisfied with whatever they get. Others have an idea that they would like to see a certain total percentage of profit shown on the amount of the business transacted. This latter class is by far in the majority. There was one man who wanted to make his straight 25 per cent. on his turnover. When the overhead expenses were deducted this would leave him in the neighborhood of 10 per cent. net profit. There was another successful merchant who always liked to see his gross profits for the year total 35 per cent. When his overhead expenses of approximately 18 per cent. were deducted there was a net margin profit of 17 per cent. For the risks and worry connected with his business he did not consider this any too much. Then, again, there was the successful merchant who did not know what



percentage his overhead expenses were, nor what his percentage of net profits were at the end of each year's business. All he knew in this regard was that he had been in business for some twenty odd years, and that he was worth \$50,000. He did not worry about his percentages when he knew that the main object was being accomplished. This man's methods were undoubtedly good. But they could no doubt have been improved if he had taken pains to know exactly what it cost him to do business and what percentage of profits were clear profits.

### Relation of Overhead Expenses

Successful merchants have realized the importance of keeping strict account of overhead expenses. Where the competition is keen this will be found to be a most important point in helping a merchant capture trade. With keen competition it will be necessary for a man not only to give good goods, but to keep his net margins close. There is an instance of one merchant who succeeded in keeping his overhead expenses down to 7 per cent. In these items he included salaries, insurance, taxes, rent. On the year's business he was satisfied

with a net profit on the turnover of from 9 to 15 per cent. This merchant could do business on a 22 percentage basis over and above the invoice prices and still make money. On the other hand, the man who found it cost him 19 per cent. to do business would find himself up against competition that would make it a losing proposition for him to carry on his business. For he would have only a margin of 3 per cent. if he were to meet the prices of his competitor. The relation of overhead expenses to the successful conduct of business is a most important one. Careful study should be made of this point.

## Turnovers Do Not Average High

*Range All Way From Two to Four Times in a Year—Wideawake Merchants Are Giving More Study to the Problem—Realize They Can Eliminate Tying Up Much Valuable Capital.*

THE relation of turnovers in a hardware business to its success is coming more and more to be recognized as very important. Merchants are beginning to realize that the amount of their overhead expenses remains about the same, no matter what the volume of their business reaches. If they can get twice the amount of business in a year with the same initial outlay in overhead expenses it is an end devotedly to be desired. Some have awakened to the necessity of watching this feature of their business. They are endeavoring to keep their stock down to a minimum figure and at the same time increase their total sales for the year. In this way they never allow their goods to become shelf-worn and they are able to take advantage of any changes which may come during the course of a year in the market situation.

Of course, there are exceptional circumstances when it has been to the advantage of the merchant to have heavy stocks on hands. One of these might be cited at the present time. If, for instance, a merchant had stocked heavily two years ago or even a year ago and could get along during the present year without additional purchases he would then be able to take advantage of the increased profits which most hardware goods are now bringing.

For those who did not provide heavy stocks the question of turnovers during the coming year is going to be an ever-important factor. There is one successful merchant, as an instance, who states that when his present stock is down to the lowest point he will follow a "hand to mouth" system of buying until the market conditions again become more settled. It is a system of rapid turn-

overs that will best suit his needs once he is adrift in the present unchangeable market conditions.

### Yearly Turnovers

Inquiries from a number of different hardware men in progressive, wideawake communities revealed the fact that the average number of turnovers during the course of their business year was two and one-half times. In a half dozen instances the yearly turnover ran as follows: 2½, 2, 3, 3, 4 and 2. In the instance where the turnover was four times, the merchant took extra pains to keep his stock down to a certain maximum. In his particular case he carried a stock of goods valued at \$4,000, and his business for the year amounts to a figure slightly over \$16,000. There is an advantage in this, as the merchant can readily see, in that it does not tie up his capital. This particular merchant is in a small village in a rich agricultural district. He is fairly close to Toronto, the distance being only 60 miles, and he can secure his shipments without delay on short notice. Furthermore, the village has good train connections.

### Keeps Careful Watch on Stock

There is some danger that he may be caught short occasionally on a particular article. But this can be avoided through a careful watch being kept on the stock in which he finds there is a steady demand. It is a little different in this merchant's case with the man who made it a talking point and a business getter by the use of the phrase: "We are never out." He prided himself in being able to meet the demands of his customers at all times. To this end he carried a pretty heavy stock, the value being in the neighborhood of \$21,000.

Even with a stock as large as twenty-one thousand he was able to have three turnovers each year. In his case the tying up of considerable capital was not such an important consideration as it is with the average merchant. For he was a merchant of means and it did not affect him as much as it would the man of smaller working capital.

### Four Turnovers in a Year.

In the case of the merchant with four turnovers in a year he was a young but aggressive man who is just getting nicely started in his business career. He has been in his present location about four years, and his capital to start with was very limited, being in the neighborhood of \$1,000. But his business is going ahead and he has every prospect of increasing it still further. In the four years he has doubled his business and seems to be on the right track to increase it still further. But one of the points which he has been careful about is to see that his stock is kept down to the lowest point, and yet not sacrifice his efficiency or lose his reputation for carrying a complete stock. This is a point which should be carefully watched. It takes foresight and aggressiveness to maintain a nice balance between a small stock and a large yearly business. There is always the danger that certain lines may run short and that he may come to have the reputation of being continually short. When the farmer comes to this state of mind of uncertainty, he will not be particular about giving his trade to the one store at all times. There is nothing that will cause a slump in trade quicker than to have the impression get abroad in the community that the merchant is more liable to be short than he is to have goods.



### Relation of Turnovers to Success

The keen merchant at the present is realizing more and more the need to study this question of turnovers. His attention has been directed to the fact through the methods adopted by the large mail order houses and department stores. An investment of four thousand dollars is made to do the work of eight thousand dollars when the turnover problem is considered. If a man doing a \$16,000 business in a year has but two turnovers he will have \$8,000 tied up in stock. Four thousand dollars could do the work if the business were rightly organized in many instances. For many merchants throughout this country the average number of turnovers would indicate that they have too large an amount of capital tied up in unproductive investments. When it is considered

that an extra \$4,000 in capital could be drawing interest in the bank instead of lying on the shelves and in the hardware merchant's cellar, the question of turnovers will come to bear an important detail of the merchant's business organization. It is a question which has not yet been given its due prominence. With many of the country merchants it is just beginning to be a live issue. Some of the aggressive and far-sighted ones are paying more than a passing interest to it. They are fully cognizant of what the question of turnover means to the mail order houses. They have made up their mind that what is meat for the department stores can also be made meat for them.

### What Number of Turnovers?

The question arises, what should the number of turnovers be? From a pre-

liminary inquiry it would seem that the average number of turnovers is two and one-half times. This means that the range in these instances were from two turnovers to four. It is a question which as yet has not occupied the mind of the average merchant to any considerable extent. He has not really directed his efforts toward finding out what the number of turnovers should be. It is safe to assert that the number is not as large as it might be. The go-ahead, progressive merchant is endeavoring to increase the number of his turnovers. This much can be stated that some of the most successful merchants are those who turn their stocks three times in a year. With a greater number of turnovers there is a possibility that they would be even more successful.

## Corrall Gasoline Engine Business

*Merchant Who Sells an Engine Can Usually Sell Washing Machines, Churns, Separators, Pump Jacks, and Other Power-Driven Machinery—Dealer Must be Prepared to Tackle Engine Troubles and Correct Them.*  
—Best Selling Sizes 1½ to 2¼ h.p.

A SUCCESSFUL hardwareman, speaking of his fellows, says that hardware dealers as a species, are conservative, having been stung often. He gives that as the reason why they have been so slow in corralling the sales of gasoline engines and farm power equipment, which has been in the possession of implement dealers for a good many years. The hardware dealer, as in the case of automobile accessories, for

instance, usually rises to the occasion eventually, and to-day, particularly in Western Canada, he is gradually but surely wresting the engine business from his fellow-tradesman, the implement dealer. In many ways his store is more adapted to this trade.

"How did you make a success of handling gasoline engines?" was the question put to S. W. Taylor, Carberry, Man. He replied:

"The only way is to let them stand on the floor of your store so that people can see them. If they are interested you can send one out on trial. It is necessary, of course, that you accompany the engine, and make it go. They always do go, if you know how."

### Engine Troubles

Mr. Taylor was asked for some of the difficulties he had encountered while handling gasoline engines.



*Demonstrating floor in the store of S. W. Taylor, Carberry, Man., on which are shown gasoline engines, power and hand washing machines, churns, separators, etc.*



"Well, for example, a man came in one day, and started complaining about his engine not going. On every engine there is an oil cup for the cylinder. I found that this man had been using a cheap machine oil, which had clogged his cylinder, and instead of cooling, was heating it. Machine oil is too fine for a cylinder. I told him to get some good cylinder oil.

"There's another class of farmer always having trouble with their batteries, allowing them to die. Some have their engines in a damp place. Batteries attract dampness, and dampness kills batteries.

#### Drowned the Spark

"I had another case of a farmer who pumped too much gasoline into his engine and drowned the spark. The trouble was easily overcome by reversing the engine and working it backwards for a few strokes.

"We have most trouble with farmers who are not familiar with engines, but they are quick learners. Every engine we send out is guaranteed to go, and if the farmer can't do it, we go out and attend to it until it runs satisfactorily. We never charge anything for time spent making a new engine go."

"Does the hardware dealer sell more engines than he did two or three years ago?" Mr. Taylor was asked.

"Four years ago," he answered, "the gasoline engine business was nothing with us. Now practically every store handles them around here. We are taking the business from the implement man. The reason why he did not take hold of it sooner was because the average hardware dealer is too conservative, having been stung too often."

#### Take Rigs in Exchange

Speaking of the automobile business, Mr. Taylor had remarked that it was increasingly difficult to handle this business, as there was a tendency for automobile agents to make deals, taking horses, rigs and old automobiles in exchange. Asked if this tendency was noticed in the gasoline engine business, Mr. Taylor replied:

"We sometimes have to trade. One of the biggest drawbacks to handling this line is selling on time. Gasoline engines are supposed to be sold on a cash basis, but now and again a good customer comes in and takes an engine away, saying, 'I'll pay you in a month.' As a rule we never see the money until fall. When you are willing to sell anything else on earth on a credit basis, why not an engine?

"My best sellers are 1½ to 2½ horsepower engines. Larger engines move very slowly. Farmers buy engines to run washing machines, for pumping, for grinding feed, for running separators, churns, and a number of other purposes.

A 2½ h.p. engine is usually large enough to take care of them all.

#### Means More Business

"The sale of an engine usually leads to the sale of churns, separators, washing machines, etc. Invariably when a man buys an engine he comes back for some machine that can be run by power. The following year he will probably trade his small engine for a bigger one, and buy a feed grinder. We take his small engine, paint and clean it, and figure on getting our money from it.

#### Big Accessory Business.

"The accessory business is considerable. You take a district where there are two or three hundred engines, and there is bound to be something go wrong some time. Usually it is the springs, or the ignitions wear out. We send to Winnipeg for repairs, and there's where parcel post is handy, as it only costs a few cents. It would not pay us to keep repairs in stock, as you never know what is going to be called for. The engine business means a big demand for cylinder oil, greases, batteries, etc., which, of course, we carry in stock.

#### Power Washing Machines

"Power washing machines have been on the market for five years or more, but it is only within the last two years that they have become a big end of the busi-

ness. They took quite a lot of introducing, but they are now, in our opinion, superseding the hand-power machines on the farm.

#### Home-made Power Churns

"We haven't found power churns very successful. In the majority of cases where they are in use, farmers have made them themselves. All he has to do is to take off the handle and substitute a pulley. The farmer, as a rule, is a mechanic, and able to do things like this. Having to repair his farm machinery right in the field, he soon becomes expert with machinery. We believe that the hand churn will continue to be the big seller.

#### Now Selling Grinders

"Only within the past year have we begun to sell grinders. That's cutting in on the implement business, but it is a very feasible line for the hardware store. Farmers are only just beginning to find that out. We used to tell them that a 2½ h.p. engine would do the work, but they wouldn't believe us.

#### 500 Per Cent. Increase

"Because of the number of gasoline engines we have sold, our business in pump jacks last year increased 500 per cent. If a man has an engine, he must have a pump jack if he wants to pump water by power. That's more business the implement dealer is losing."

## Western Retailers Buying Heavily

*Is It Over-Buying or Real Prosperity?—Winnipeg Bank Operations Exceeded Montreal for First Time in History—Greater Power.*

**A**RE the retail merchants overbuying?

Have the merchants of Western Canada lost their heads? Has the old boom spirit come back? Are we in for another phenomenal period of expansion? Is the increased buying a healthy sign, or are we in the grip of another boom period? These are some of the questions that wholesale merchants are asking themselves to-day in Western Canada, according to the Credit Men's Journal, the official organ of the Canadian Credit Men's Association.

#### Sales Over 1913

"Our sales for 1916 surpassed those of 1913" is a common statement by Winnipeg wholesalers. In normal times, said one merchant, we can supply all of our needs for Canada from one factory; we are running two this year, and we expect to be short 10 to 20 per cent. of our orders. What has happened? We know stocks were cut down to a minimum throughout the whole country. This was forced upon the merchants by the period of liquidation following the high record that was reached in 1912-13, but that sales in 1916 should exceed 1913 is almost unbelievable.

#### Is It Reckless Buying?

Is it reckless buying at a time of high prices, when the greatest caution should be observed, or is it the actual demands following a period of prosperity brought about by a phenomenal crop? These are questions that only the future will disclose, but a number of the wholesale dealers whose hands are being forced by this phenomenal buying, are expressing grave doubts on the subject, and much care in crediting should rightly be exercised.

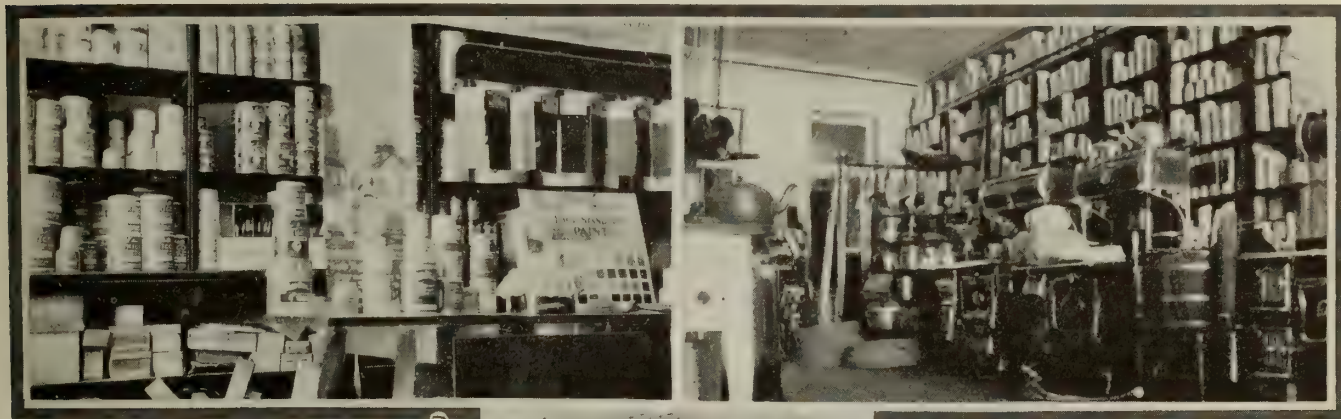
#### Greater Purchasing Power

On the other hand, it is confidently asserted that the actual purchasing power of Western Canada's people is to-day vastly greater than at any time during the whole history of western business. This would seem to be borne out by the fact that the banking operations in Western Canada for the first time in history exceeded those of Montreal for the week ending Dec. 9th, being \$68,000,000, as compared with the highest other period ever reached in Winnipeg, in December, 1913, when the total reached was \$51,000,000.



# Employees Made Co-Partners

*Boxall & Matthie, Hardwaremen, of Lindsay, Ont., Reorganized Their Business as a Joint Stock Company—Thought it was Right to Give Employees a Share—Has Worked Out to Financial Benefit of All*



*Paint display in store of Boxall & Matthie, arranged at front of store and on table*

"WE believed that it was the right thing to do in taking some of our employees into our company, and we consequently reorganized in the form of a joint stock company, with a capitalization of \$40,000, some two years ago," said George H. Matthie, president of Boxall & Matthie, Lindsay, to a Hardware and Metal representative. This firm had existed as a partnership for some eighteen years prior to the reorganization, and is one of the well-known hardware firms of Lindsay. "We have found that we ourselves have benefited financially, and at the same time those who worked with us have been better off. For they take an interest in the business and do their utmost to see that it is a success. Whatever success the business meets with is their success, and they know it. We had been thinking and planning along the lines of co-operation with our employees for some time before we actually brought the project about. It seemed the only right thing for us to do. If they were the kind of employees they should be they deserved to be given an interest in the company, for their brains and ingenuity were helping to build the concern better and larger, and it was only in fairness to them that they should be given an opportunity to share in this.

"This bringing of new minds into the management of the business has left the concern free to develop along broader lines. Perhaps there have been no exceptional developments along these lines as yet, still the opportunity is there, and mayhap it will be taken advantage of at some time."



*Unique display of mops in store of Boxall & Matthie. A wagon wheel was suspended from the ceiling and hooks attached thereto. This keeps the mops on display yet out of the way*

## Canvasses for Paint Trade

"We believe in going after the paint trade with a personal canvass," said C. Fox, one of the members of the firm. "This spring we spent four days among the farmers in a house-to-house canvass and found it brought us good results. Several dozen gallons of paint were sold in less than a week, which we would probably not otherwise have secured. A representative of the paint company went along with us and we were well primed with talking points. Of course, we had to contend with difficulties in not always finding the farmer at home. Some

*Stoves and washing machines in Boxall & Matthie's store. Arrangement is neat and in a prominent position*

were away, and others were often at a distant point on the farm. But the results were such as to be most pleasing."

## Keep Display in Foreground

This concern is not alone satisfied with the personal appeal for trade. They make an effective appeal through their display tables and shelf display of paint. On the table are a number of cans of paint and varnishes to remind the housewife of the lines that are seasonable. An assortment of brushes and mops and color cards help along the display. Overhanging the table are some streamers drawing attention to the paints, together with a series of paddles showing what the paint looks like when applied to a surface. On the shelves back of this table display is the paint stock. This places the stock in a get-at-able location and assists further in drawing the attention of customers. "This table display sells a lot of paint for us each year," said Mr. Fox. "Located as it is in the front part of the store near the entrance, people can hardly fail but think of paint when they enter the store. When this line becomes unseasonable, we move it to storage space in the rear, and utilize the table and front shelves for other articles. Then, too, we have our windows dressed and decorated for the beginning of the paint season, and also bring it to the attention of the people through the medium of newspaper advertising."

## Does Not Believe in Selling Stoves Twice

"When we find that a customer's mind is already made up when he comes



to purchase a stove we do not waste our time in trying to sell it over again. We do not believe in trying to talk him into something else. He has no doubt made inquiries or has talked with his friends, and his mind is pretty well made up. Of course, if he makes inquiry for a line we do not carry we will endeavor to press our goods on him. He is not already sold until he has his stove paid for or at least a deposit made. We like to be in a position to give our undivided attention to a customer when we are talking stoves. But if we are forced to leave for a short time we do not think it operates to prevent a sale. Some of them like time to talk it over. Not all of those who come to look over your stock of stoves will purchase a stove the first time. They often want some little time to think it over, and will go away to look over the stocks elsewhere. We

believe in explaining our stoves thoroughly—their desirable features and superior points over other makes. There should be nothing left to the imagination in this respect. When they know your whole story there is less chance of the other fellow being able to make a sale." This firm is of the opinion that the fall stove trade will be a good one, and they intend to be on the lookout for their share of it.

#### Unique Display of Mops

Boxall & Matthie have utilized a carriage wheel to good advantage that was formerly used to show different kinds of paint as applied. This wheel was suspended from the ceiling and around the rim were placed hooks, from which mops could be suspended. This placed the mops out of harm's way—high enough to allow people to walk under-

neath, yet not too high but that they can be seen to good advantage. "This little device has more than doubled our sale of mops," said one of the members of the firm. "These mops were always a source of annoyance before we conceived our present method of displaying them. Their storage and display is somewhat difficult if one has not some method of keeping them out of the way, and yet on display." Another feature of this store was the 5c table. This is always kept full and a sign drawing attention to the table is placed on it.

George H. Matthie and James Boxall were partners in the hardware business for eighteen years before the reorganization two years ago. Those of the employees who were taken into the company and given a share in the business were A. Gamble, C. Fox, C. H. Meehan and Miss Eva Hay.

## How Some Hardwaremen Do Things

### Making Good Use of Space



**A**CCOMPANYING snapshots were taken by a Hardware and Metal representative in the store of McLennan & Co., Lindsay, Ont. This firm carries a big stock, yet it is well arranged. Every bit of space is well utilized, and it is somewhat surprising the amount of goods that can be placed in an ordinary-sized store without giving it a cluttered appearance. It will be noted that the counters along the left-hand side of the store, as shown in the upper picture, are of the open table type. Underneath they have at least one deck, and in some two shelves, for holding articles. Some of the space on the top of the counters has been used for show cases of a particular type to meet the needs for display of certain

articles. As will be noted there are two show cases of the high type and two of the long, flat variety.

In the lower picture is a view of the display tables used in the centre of the store. This table has at least five decks on which things can be piled. First of all, there is the space on the floor underneath the table, then comes the shelf underneath the table. Above that is the top of the table, on which many articles, such as oil cans and other small things, are placed. On the one corner of this table a small square show case is located. Above the main table top are two other smaller shelves that carry such things as lanterns, coffee pots, biscuit jars. On one side of the table the stock of lawn mowers is placed part

way under, with the handles held high. They are effectually disposed of and still are on display. Lawn mowers are usually a difficult article to keep on display, and still be held down to as little space as possible.

McLennan & Co. have been in the hardware business in Lindsay for fifty-one years. There are three brothers conducting the business at the present time. They are a firm that has progressed with the years. "Our business has never been better than at the present time," said Jack McLennan, one of the partners, to a Hardware and Metal representative. Their store is one of the attractive, well-arranged stores of Lindsay. One of the ideas they have always kept in mind is to conserve their floor space. In doing this they have devised methods of display that are unique.





## Thinks There is Big Field to Develop Garage



Top picture shows tool display inside store, with space under cash register utilized.



Window display of mechanics' tools. They are always a feature of this window.

**I.** V. HILL, Oshawa, Ont., has been greatly pleased with the results of his bicycle trade during the past year. "It has been fully 50 per cent. better than last year," said Mr. Hill. "We keep our bicycles in a prominent place in the centre of the store during the bicycling season and sales have been steady and even better than anticipated during the first part of the season."

Hill's hardware also carries a line of automobile accessories, such as tires, patches, wrenches, cements. "For the hardwareman who takes on the agency of a car, puts in a garage and stocks a good line of accessories, there would seem to be an increasing opportunity. Just at the present time the garage man has a little the better of the hardwareman who is not able to make repairs. While they may be able to get their accessories to better advantage at a hardware store, still many auto owners will go to a garage for them, because they feel they would get better service in their repairs. In my opinion there is a good field for the hardwareman to develop the garage in connection with his hardware business," said Mr. Hill.

Mr. Hill always keeps a small table in the centre of his store filled with seasonable articles. In the picture it will be noted that the table contains oil cans and binder twine. In the harvesting season these are things in great demand by the farmer.



## Specializes in Mechanics' Tools

*Jordan & Virtue, of Oshawa, Ont., Cater Largely to a Certain Class of Trade Intend Going Into Auto Accessories—Large Number of Mechanics in City*

**O**SHAWA, Ont., being a manufacturing town, there are upwards of three thousand mechanics and factory employees engaged in the various industries. Jordan & Virtue, hardware dealers, consequently have found it to their advantage to specialize in mechanics' tools. Of their \$10,000 stock about one-quarter is in this class of goods. "We always have a complete display of tools that a mechanic will be interested in one of our windows. This is the most effective method of advertising that we have found. Their window display is always attractive. Inside the store there is a wall display of these goods arranged on inclined shelves.

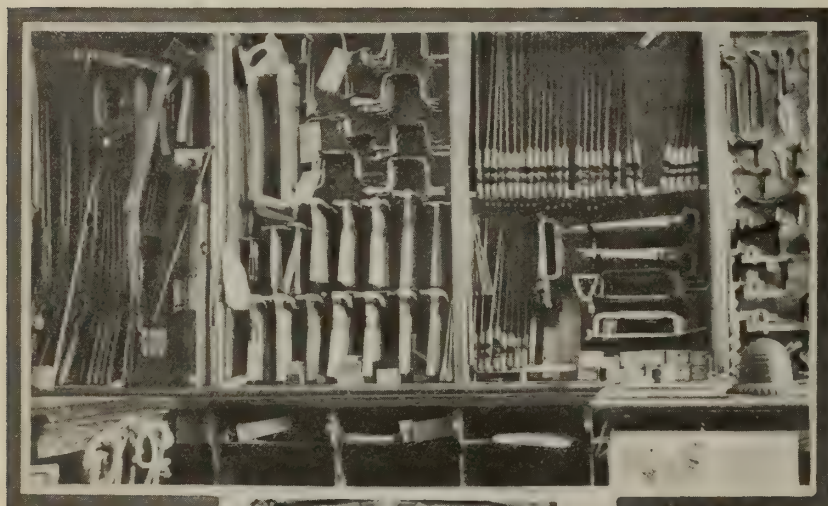
"While our trade with the mechanic has been good, we also intend to go after the farmers' trade as well," said Mr. Virtue. "We will go into the auto

accessory line next year if we are of the same opinion as we are at the present time. It appeals to us as being a good line for the hardwareman."

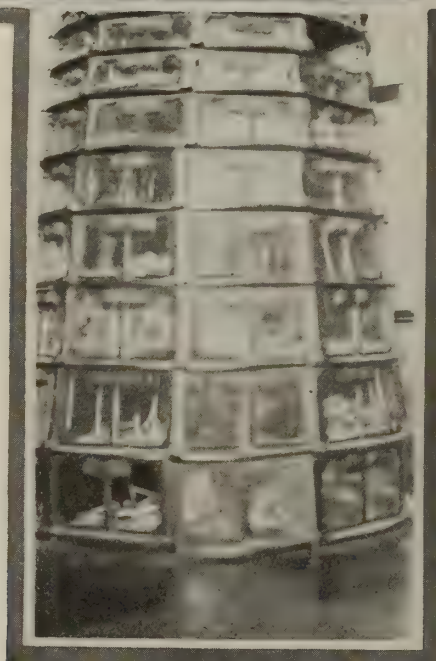
One of the advantages of a trade with mechanics was stated to be in the fact that it is almost entirely a cash business. With their pay coming from the factories regularly every two weeks, the men are in turn able to pay their bills promptly. "Trade has been good this past year, and there is every indication that it will continue to be so. With some of the shops working on war orders, and with the development of the automobile industry in Oshawa, there have been good industrial conditions. The automobile factory in question is turning out fifty cars a day, and it is understood they have plans for a still larger output next year."



## Screw Holder Economizes Space Tool Display Arranged on Wall



*Top cut shows attractive tool display on wall.*



*Device for keeping small quantities of screws.*

**M**ANY hardwaremen find it difficult to arrange their screw stock so that they can be easily seen and hauled into view. J. G. Edwards, of Lindsay, Ont., has an arrangement that looks like a small Tower of Babel. It is made of cast iron, with a glass front to each of the compartments. There are thirteen sections, one above the other, which revolve on the same pivot, but which can be shifted around separately. In each of these revolving sections there are nine compartments, each of which is approximately large enough to hold a small box of screws. The larger sizes are at the bottom, and as the tiers mount upward, the size of the section decreases in diameter slightly.

On the front of each compartment is marked the size of the screws. In each of the revolving tiers one compartment is left vacant. This is shunted around

until over the size of the screws the customer wants. Through this vacant space the screws are taken out. At the base this device is about two feet in diameter and tapers to a width of about sixteen inches at the top. It sits on a convenient place on the counter.

### TOOL DISPLAY ARRANGED ON WALL

**A** VERY neat arrangement of mechanics' tools is that in the store of J. G. Edwards, at Lindsay. In one section of the wall case are wrenches; another is given over to saws; another to hammers and braces, and the fourth to levels, squares, hatchets and guns. It is near the front of the store on the wall just back of the counter, and attracts the attention as soon as entry is made to the store.

### Marks Name of Jobber on Goods

Mr. Edwards believes in carrying the name of the jobber from whom he purchased goods, together with the date of purchase, and the cost price on each item before it is placed on the shelves. His private mark for indicating the cost price gives at a glance the cost of the article. If there is occasion to refer to the invoice he has the name of the jobber and the date purchased on each article. For instance, a purchase made from John Jones in June, 1916, would be marked "J. J., 6/16."

### DOUBLED BUSINESS IN SEVEN YEARS

**Hardware Merchant Used Simple yet Effective Methods**

**D**OUBLING your business in seven years sounds like pretty good business. Yet this has been accomplished by D. H. McCay, hardware merchant, Kingsville, Ont. There has been nothing spectacular about the methods employed. In conversation with a Hardware and Metal representative, Mr. McCay stated that the increase was due largely to the use of advertising material. Circulars were used extensively. A mailing list was made up from the voters' list. The mailing list contained from 500 to 1,000 names. Circulars were sent out about once a month. Direct results were secured from this form of advertising. Many customers would come in and ask for the goods featured on the circulars. Prices were always quoted.

Large circulars were sent out during the spring and fall featuring seasonable goods. One year an illustrated catalog was sent out, and it pulled a considerable amount of business. One of the most effective methods has been that of enclosing circular matter in parcels. Quite frequently quantities of circulars are received from manufacturers. These circulars are frequently placed in parcels and as a result of this form of advertising many sales are made.

Space is also used in the weekly newspapers. Window displays are changed frequently. The foregoing simple, yet effective, publicity methods combined with good store service, have, according to Mr. McCay, enabled the firm to double the business in seven years.

During recent years a great deal has been said and written about the country merchant and his efforts to combat the entire competition of the mail order houses. But there are other merchants who are waging a somewhat similar battle. They are retailers who are located in the suburbs of our big cities, and have to compete with the large down-town department stores.



# Message of a Successful Merchant

*Merchant with \$60,000 Turnover in Town of 300 Population Tells How He Built Up Trade—Constructive Methods—Personality a Factor—The Farmer a Capitalist.*

ONE of the most practical and best received addresses at the recent convention of the Associated Advertising Clubs of the World was delivered by a retailer. E. B. Moon, of Lakeville, Ind., is a merchant who does an annual business of \$60,000 a year in a village of 300 inhabitants, ten miles from South Bend. Unlike the Ontario hardware merchant referred to in last week's issue of *Hardware and Metal*, who has a \$65,000 turnover in a town of 800 population, Mr. Moon conducts a department store.

## Store Departmentalized

Constructive merchandising methods form his secret, Mr. Moon declared. He has his store departmentalized, so that he can record accurately which of his sixteen departments are paying, and which are not. He has a cost-accounting system whereby at the end of each day he can tally sales from each department. Moreover, he does not feature in his window goods that his customers may be supposed to want, but "merchandise that I want them to want."

## Don't Fear M.O. House

Mr. Moon took up the store, which had been his father's, well equipped to put in practice constructive merchandising methods. Nevertheless, these methods are such that any small-town general storekeeper if sufficiently stimulated to study them, could apply with profit in his own territory. The small-town storekeeper need not fear the mail-order bugaboo, according to Mr. Moon, if he will awaken to his opportunities while on the actual field of operations. The speaker punctuated his address by his own experiences to prove his points.

## Problems of Distribution.

Some of the good things said by Mr. Moon are:

The problem of distribution is one of the great big problems still confronting us. General discontent with methods of distribution has manifested itself at different times for a period of years. Granger stores established four years ago were only a manifestation of discontent with the existing methods of distribution. The farmers owned the stores, and it was an attempt to shorten the route between producer and consumer.

Yet it is true that the retail merchant is the natural distributor of goods. The consumer likes to go into the store and look at goods before purchasing. He

likes to go into the store and look at goods for suggestions. For four thousand years this has been the accepted method of distribution of the bulk of goods at retail. None of the efforts so far made to improve upon this have been really successful.

Last year—in the year 1915—more than 22,000 merchants in the United States failed in business; more than nearly twice as many as in 1914 or any previous year.

An analysis of the reasons why of these failures develops some interesting facts. The commercial reports charge a large percentage of them to incompetence.

## Must Be Good Buyer

The retail merchant must be a good buyer, must have a fit place in which to display and sell his goods. The store must be clean, inviting, light and cheerful; his clerks must be trained. They must know the goods, and know the arts of salesmanship. They must sell the goods in the spirit of service, kindness, hospitality and mutual interest.

## Value of Advertising

Advertising is the modern way of selling goods. Nationally advertised goods are a life-saver to the retailer. The farming community has been educated to it. The farmers are beginning to expect it, and yet the retail merchant who has been in business for any length of time knows practically little or nothing about writing copy: first, because he knows little or nothing about the science of salesmanship. He has the conception that advertising is selling goods at a cut price; his local competitor has the same idea. For some reason he has been educated to that belief, and has not learned that salesmanship is selling goods at a profit, and that advertising is salesmanship on paper. Is it any wonder that 22,000 such merchants failed last year?"

## Personality a Factor

The local retailer's personality is a factor, and yet the mail order houses with all these handicaps have gone right out into the country districts and sold goods right under the nose of the country merchant. Why? Through the power of advertising; salesmanship on paper, with well-prepared catalogues that display the goods attractively; with descriptions that are compelling and that answer the question 'why'—'what'

—'when' and 'wherefore;' that have gotten the business.

Last year, in the year 1915, the wholesale business of the city of Chicago, it is said, fell off 10 per cent. The mail order business in this city increased 10 per cent. This change in distribution has affected not only the retailer, but the wholesaler. It is something in which he and the manufacturer who sells to the dealer and through the dealer are vitally interested, and it is a subject in which they shall be more vitally interested, else there will be greater slumps in the business of both of them.

## Kind of Copy That Sells

So, after all, this one great big problem of selling goods to the farmer of the country communities is an advertising proposition — an advertising problem. Now, there has been much criticism that the country merchants don't do more advertising; that this is why the business is going to the mail order houses.

The truth of the matter is that all nationally advertised goods are not always advertised. Publicity advertising is not effective with farmers. It doesn't tell them anything. There is too much publicity copy, and not enough of the kind that has helped the mail order business to cut into the country merchants' field. We have got to have informative copy, if we expect to cope successfully with the mail order houses. Give us selling copy—that's what we want.

## Farmers' Wives

I note, that some pages are occupied in this convention program in telling us that Philadelphia's factories produce \$1,000,000,000 worth of goods each year. That is a lot of money. But do you know that the farmers' wives in this country are taking in a billion dollars a year on poultry?

An automobile salesman came into my store one day and asked if such-and-such a farmer down the road would buy an automobile. "Not in a million years," I said—"but his wife will." It was 11 o'clock when that man left my store. At 12.10 he was back with a check for the machine. He said he'd found the farmer's wife sitting at a table with a lot of automobile catalogues spread in front of her. She was looking at this particular salesman's house's catalogue. He sat down and talked to her about it. In fifteen minutes he had the check. A few

(Continued on page 169)



# Criminal Offence to Give Reward

*Law Does Not Permit Private Individual to Even Suggest That Reward Will be Given for Return of Stolen or Lost Goods—Liable to Penalty of \$250 for Such an Offence—Theft Defined.*

Prepared for Hardware and Metal by Walter E. Lear.

EDITOR'S NOTE.—This is the fifth of the series written for Hardware and Metal by Mr. Lear bearing on the criminal law and its application to commercial transactions. Instances here cited are those of decisions in actual cases and the law bearing on the same as interpreted by the courts. The article deals with the status of husband and wife in the joint ownership of property, theft of electricity and gas, keeping stray animals, assault to force payment and advertising a reward for stolen property. These are most interesting phases of everyday relations and incidents. Merchants will find this article most interesting and its contents most valuable.

IN previous articles the hearing of criminal law on commercial transactions has been developed, particularly with regard to what constitutes a theft. The merchant faces this problem very frequently and there are so many angles and slants, so many queer turns that circumstances may take, so many subterfuges and devices, that the merchant should understand the law as fully as possible.

In the following article some of the unusual phases of theft are taken up and explained. This will complete the discussion of the nature of theft and future articles will deal with specific legal problems directly applied to commercial transactions.

## Sect. 44.—Theft of Gas.

A rather interesting case, (R.v. White, 1 Den. C.C.R. 203), wherein the question of what constitutes a fraudulent taking arose, was tried at Berwick-on-Tweed. A man named White was indicted for stealing five thousand cubic feet of gas belonging to the Berwick Gas Company. The prisoner so contrived to fix a pipe of his own as to cause the gas to rise to the burners without passing through the Company's meter, and thus, by burning a greater quantity of gas than he paid for, he defrauded the company. The Court of Criminal Appeal decided that the prisoner by this contrivance fraudulently took the gas, and therefore was properly convicted of theft. Similar cases have happened since and will



WALTER E. LEAR

likely happen again, but this is the leading case on the subject.

## Sect. 45.—Theft of Electricity

Section 351 of the Criminal Code enacts that, "Every one commits theft who maliciously or fraudulently abstracts, causes to be wasted or diverted, consumes or uses any electricity."

## Sect. 46.—Automatic Sale Machines

A company placed in a public passage an automatic box, which was so constructed that, upon placing a penny in it through a slot a cigarette would be thrown out of it. The defendant in R.v. Hands, 16 Cox 188, instead of putting a penny into the box, put into it a metal disc of the size of a penny and so obtained a cigarette. He was held guilty of theft.

## Sect. 47.—Theft by Husband or Wife From the Other

It may be useful to the merchant to know that section 354 of the Criminal Code provides that, "No husband shall be convicted of stealing during cohabitation, the property of his wife, and no wife shall be convicted of stealing, during cohabitation, the property of her husband; but while they are living apart from each other either shall be guilty of theft if he or she fraudulently takes or converts anything which is, by law, the property of the other in a manner which, in any other person, would amount to theft."

So if a wife take her husband's goods or a husband take the goods of

his wife, no matter how cruel and unjustifiable their conduct may be, and sell them or give them away to another, she or he cannot be convicted of theft, but if some other person assists her or him in so doing, that person is guilty of theft by sub-section 2 of the above section 354, which reads as follows, "Every one commits theft who, while a husband and wife are living together, knowingly assists either of them in dealing with anything which is the property of the other in a manner which would amount to theft if they were not married, or receives from either of them anything, the property of the other, obtained from that other by such dealing as aforesaid."

## Sect. 48.—Taking Without Color of Right

Where any person charged with theft pleads that he took the goods under a fair claim of right to them, if he substantiates his defence sufficiently to create a reasonable doubt in the mind of the jury, then he must be acquitted, because the taking of another's goods, in order to be theft, must not only be wrongful and fraudulent, but it must also be without any color of right. One may take another's goods by mistake, by heedlessness or accident, as when the goods of one person get mixed up with those of another, or under such other circumstances as negative the presumption that the intent of the taker was fraudulent.

## Sect. 49.—Stray Animals.

Where the owner of land takes a horse doing damage in his field, or seizes it as an estray, though perhaps without title, yet these circumstances explain the intent, and show that it was not felonious. Thus if the sheep of A stray into B's flock, and B not knowing it, drives them home with his own flock and shear them, this is not theft,



but it would be otherwise if B did anything for the purpose of concealing the sheep of A, for that would indicate that B drove them to his own home knowing them to be the sheep of another, (1 Hale 506).

#### **Sect. 50.—Malicious Prosecution.**

Too great caution cannot be exercised in cases in which there is any room for doubting the criminal intent, before any one is subjected to the pain and ignominy of a prosecution. Indeed, it should always be remembered that where a criminal charge is rashly made, and without good grounds to show a fair and reasonable probability that he who is charged has committed an offence, the consequences, in the shape of an action for false arrest, are sometimes very serious.

#### **Sect. 51.—Motive of the Thief**

The ulterior motive by which a thief is influenced in depriving the owner of his property altogether, whether it is to benefit himself or another, or to injure any one by the taking, is immaterial. And you will agree with me, it would be very absurd were it otherwise. If a man, actuated by malicious feeling, take your property against your will, surely it matters not, in a moral point of view, whether his ulterior disposition of it be for his own pecuniary benefit, or to gratify his revenge: the result is the same—your detriment.

In the case of *R.v. Cabage, Russ & Ryan 292*, The prisoner, in conjunction with the wife of a man who was charged with stealing a horse, went to the stable of the owner, took the horse out, and backed it into a coal-pit. It was objected for the prisoner, on an indictment for stealing the horse, that it was not taken for the purposes of theft, the object not being gain to the taker. The prisoner was convicted, the Court holding the taking fraudulently, with an intent to wholly deprive the owner of the property was sufficient to constitute the offence of theft.

#### **Sect. 52.—Assaulting Debtor to Force Payment.**

Where a creditor assaulted his debtor and then and there forced him to pay his debt, it was held in *R.v. Wade, 11 Cox 549*, not to be theft as the creditor had no intent to steal. However, the creditor would be liable for assault.

#### **Sect. 53.—Restitution of Stolen Property.**

I now wish to inform you that our Criminal Code empowers the Court to order the restitution to the owner of the property of which he has been deprived by theft.

Section 1050 of the Criminal Code provides. "If any person who is guilty of an indictable offence in stealing, or

knowingly receiving, any property, is indicted for such offence, by or on behalf of the owner of the property, or his executor or administrator, and convicted thereof, or is tried before a judge or justices for such offence under any of the foregoing provisions and convicted thereof, the property shall be restored to the owner or his representatives."

"(2) In every such case the court or tribunal before which such person is tried for any such offence, shall have power to award, from time to time, writs of restitution for the said property or to order the restitution thereof in a summary manner."

"(3) The court or tribunal may also, if it sees fit, award restitution of the property taken from the prosecutor, or any witness for the prosecution, by such offence, although the person indicted is not convicted thereof, if the jury declares, as it may do, or if, in case the offender is tried without a jury, it is proved to the satisfaction of the court or tribunal by whom he is tried, that such property belongs to such prosecutor or witness, and that he was unlawfully deprived of it by such offence."

#### **Sect. 54.—Advertising Reward for Return of Stolen Property.**

I also add the section which forbids, under penal consequences, the advertising a reward for the restoration of stolen property, accompanied either directly or indirectly with an intimation that the thief shall not be prosecuted. The compromising or compounding of an offence is punishable much more severely, namely, by imprisonment and fine. Justice abhors everything in the shape of interference with its due and impartial administration;—if a crime be committed, the whole body of society is aggrieved, and the atonement which is demanded and required is not of a private but of a public nature.

Section 183 of the Criminal Code reads as follows, "Every one is liable to a penalty of two hundred and fifty dollars for each offence, recoverable with costs by any person who sues for the same in any court of competent jurisdiction, who—

"(a) Publicly advertises a reward for the return of any property, which has been stolen or lost, and in such advertisement uses any words purporting that no questions will be asked; or

"(b) Makes use of any words in any public advertisement, purporting that a reward will be given or paid for any property which has been stolen or lost, without seizing or making any inquiry after the person producing such property; or,

"(c) Promises or offers in any such public advertisement to return to any pawnbroker or other person who ad-

vanced money by way of loan on, or has bought, any property stolen or lost, the money so advanced or paid, or other sum of money for the return of such property; or

"(d) Prints or publishes any such advertisements."

Prosecutions under sub-section (d) must be commenced within six months from the date of the commission of the offence, by section 1140 of the Criminal Code.

I now leave the consideration of the subject of theft and in so doing allow me to assure you that your being able to understand thoroughly the law in reference to kindred offences, will greatly depend upon your acquaintance with those principles to which, in the preceding pages, I have called your special attention.



### **WINDOWS AND NEWSPAPERS WORK TOGETHER**

(Continued from page 137.)

leaps and bounds. Why? Largely because the retail hardware merchants generally, recognized electrical household appliances as a good line. Intelligent business methods were used in educating the public to the advisability of using modern labor saving devices. Windows and newspaper space were used liberally and salesmen were instructed regarding the advantages to be gained by using modern appliances. The result is that to-day the bulk of the trade in electrical appliances for the household is passing through the hardware trade.

The accompanying reproductions show at a glance what is been done by one leading Canadian hardware firm. The same idea has been followed out on a smaller scale by hundreds of other hardware merchants throughout the Dominion.



### **MISTAKES IN FIGURING PROFITS**

(Continued from page 139.)

figure profits which appeared in *Hardware and Metal* some months ago, an instance was quoted showing how a retail hardwareman had erred in figuring profits. The hardwareman bought steel squares at \$1 each. His cost of doing business, so he said, was 25 per cent. (based on gross sales), and he wanted to make a profit of 10 per cent., so he marked the squares to sell at \$1.35. His price should have been \$1.54 to make a 10 per cent. profit.

This merchant's cost of doing business was 25 per cent. of his selling price, but in pricing his goods he made the frequent and fatal mistake of only adding 25 per cent. of the invoice price. He also made a similar mistake in regard to his 10 per cent. profit.



# Turpentine Market Keenly Watched

*With Advent of New \$50,000,000 Corporation Into Field Dealers Are Wondering If Prices Will Go Still Higher—Turpentine Manufactured in Georgia from Pitch of Long-Leafed Pine—Canadian Imports.*

**T**URPENTINE men are watching the market with keen interest as the result of recent developments. About the middle of July the price of turpentine was advanced 10 cents per gallon. It had been selling at approximately 58 cents per gallon, and was raised to 68 cents. The unusual interest created in the incident was due to the fact that a corporation known as the American International Corporation, with a capitalization of \$50,000,000, was formed with the avowed purpose of controlling the turpentine market in the interests of the turpentine producer and in the better organization of the industry. A subsidiary company known as the Rosin & Turpentine Export Company was formed "to facilitate and promote foreign trade and shipping." Apparently one of the first fruits of this organization was to increase the price of turpentine ten cents per gallon. The question uppermost in the minds of dealers became, "Would the price go still higher?" Up to the time of writing the price had remained steady at the advance. The new export company hopes to control about 65 per cent. of the rosin and turpentine export of the United States. Statistics from the Savannah Board of Trade show the price of turpentine on July 1, 1916, was lower with one exception than it had been for the past eleven years. Prices at Savannah for the American wine gallon measure over that period were as follows:

July 1	Per Gallon
1906-07 .....	57¼c
1907-08 .....	57¼c
1908-09 .....	39½c
1909-10 .....	43½c
1910-11 .....	61½c
1911-12 .....	50½c
1912-13 .....	44c
1913-14 .....	36c
1914-15 .....	46c
1915-16 .....	39¾c
1916-17 .....	38c

## Canadian Prices

Turpentine in Canada is sold by the Imperial gallon measure, which is one-fifth larger than the American gallon. This means that one-fifth must be added to the cost of the Canadian in order to make the price equal to the American. There are in addition freight charges of 4½ cents per gallon from Georgia, the

centre of the turpentine industry. Besides there must be added seven and one-half per cent. war tax. All these factors added together bring the cost of the Canadian Imperial gallon approximately 50 per cent. in advance of the American prices.

## Does Not Beat About the Bush

The new corporation does not mince words or leave any doubt as to their intention with respect to the turpentine trade. A statement issued sets forth the reason for the formation of the company. It reads:

"Rosin & Turpentine Export Com-

pany, of Georgia, capital \$300,000, with privilege of increase up to \$2,500,000; J. A. G. Carson, Savannah, Georgia, will be president; George J. Baldwin, vice-president of American International Corporation, will be vice-president.

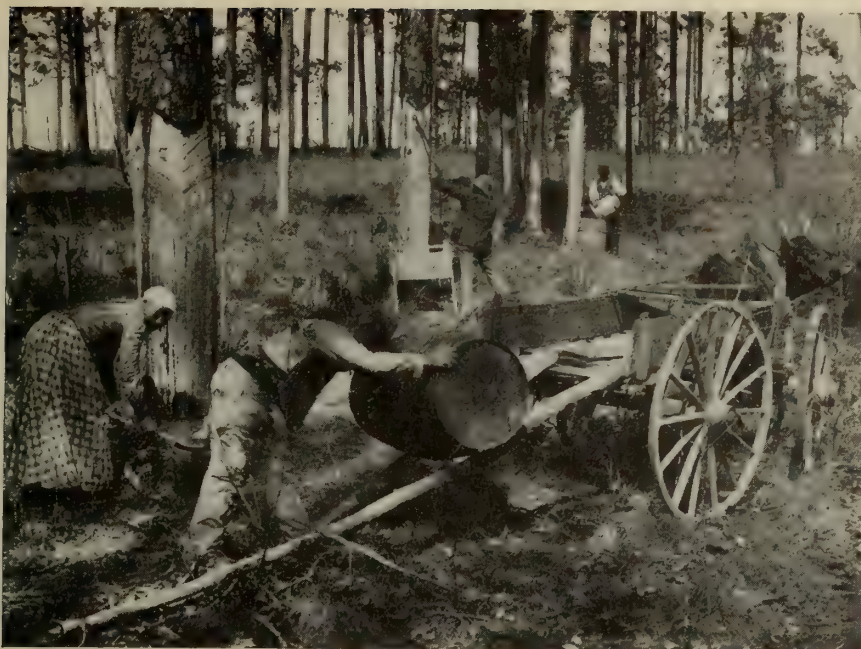
"In keeping with its policy of doing all within its power to foster our growing foreign trade, the American International Corporation will take a controlling interest in the affairs of the Rosin & Turpentine Export Company of Georgia.

"The new corporation includes the old Rosin & Turpentine Company, a Delaware corporation, and will have pro-



*Scooping the pitch from the cup around the tree and placing it in a barrel to be taken later to the still. Negroes in Georgia find employment in this work. The turpentine industry of the Southern United States is a considerable one. Photo copyrighted by Underwood & Underwood, of New York.*





*Sambo and Aunt Jemima "wuking hard agatherin' in dat pitch from de long-leafed pine." The pitch is collected in barrrels and taken to the stills by this rapid means of transportation. Note the way in which the bark of the trees is slashed in order to make the pitch run. Below this gash in the tree a cup encircles the tree. From this cup the pitch is scooped into a barrel. Photo copyrighted by Underwood & Underwood, New York.*

ducing capacity equal to at least 65 per cent. of the export demand.

"George J. Baldwin, vice-president of the American International Corporation will be vice-president of the export company.

"The company is organized solely for the conduct of an export business in rosin, turpentine and other naval stores. A strong union of interests is necessary at this time to protect the trade, which has suffered greatly through combinations among foreign buyers and consumers, who have been able to control the prices because of the lack of organization in the producing end in this country, and because of lack of capital in the export trade. In the Southern States, where the production is centered, practically all the turpentine and rosin are handled through factors, who, as a rule, finance the individuals who gather the product and then sell their goods at current market prices. The naval stores business amounts to about \$35,000,000 per annum, and the factors have not been in a position to hold their product for good prices, but have been compelled through lack of capital to sell at whatever price the immediate market afforded. This weakness allowed the formation of combinations among the buyers, with the result that producers have not received adequate compensation for their efforts.

"American leads in both quantity and quality in the production of turpentine and rosin; France comes second, and Russia third. The Russian turpentine is

of an inferior quality. Something over 50 per cent. of our product has been exported, and our chief customers have been as follows:

	Gallons per annum
Turpentine—	
Germany, approximately .....	9,000,000
England, approximately .....	7,500,000

Holland, approximately .....	3,000,000
Austria - Hungary, approximately .....	3,500,000
Order of purchases:	

	Barrels per annum
Rosin—	
Germany, approximately .....	900,000
United Kingdom, approximately .....	650,000
Austria - Hungary, approximately .....	275,000
Russia, approximately .....	250,000
Other countries, approximately .....	900,000

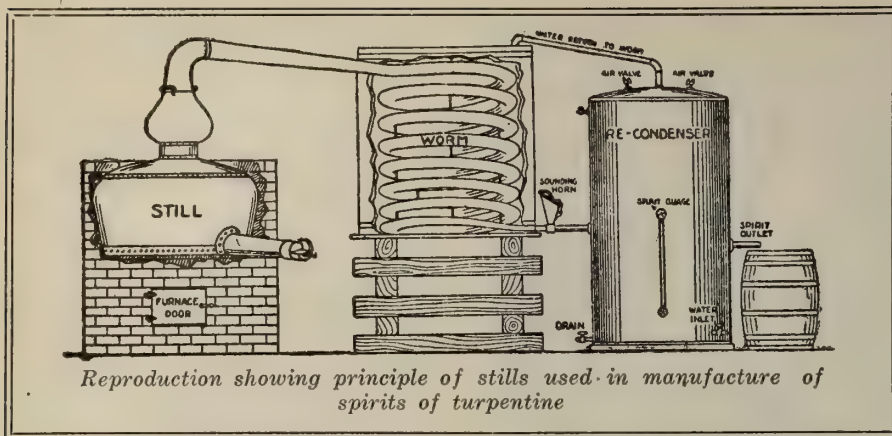
"With the entrance of the new Rosin & Turpentine Export Company into the field, backed as it is by the American International Corporation, there will be sufficient strength of organization and sufficient financial responsibility to assure the profits of this important American industry, which has been suffering on account of lack of capital and of organization.

"The plan of organization and a statement of the purposes of the new corporation have been filed with the Federal Trade Commission and the Department of Justice. In its operations the corporation will pursue the policy of giving fullest information to the Federal authorities. While counsel who prepared the legal papers are confident its operations will not be in violation of existing trust statutes, nevertheless, whatever indefiniteness or doubt may exist as to the ultimate scope of its operations will, it is hoped, be cleared by the passage of the bill now in Congress fathered by the Federal Trade Commission, legalizing and broadening



*Still used in Georgia and other sections of the Southern United States for the distillation of the spirits of turpentine from pitch of long-leaf pine. The pipe leading into the storage tank is known as the "worm." Through this the vapor passes and when cool forms into a liquid. Photo copyrighted by Underwood & Underwood, of New York.*





the scope of combinations organized for export trade."

#### Methods of Manufacture

Turpentine is a distillate secured from the pitch of the long-leaved pine, grown in the Southern States. The tree is tapped somewhat after the manner of a maple tree, and the flow is on from May to September. A large piece of the bark of the tree is chipped off, and below this is placed what is known as a cup, which encircles the tree. Negroes are employed to scoop the pitch from this cup and carry it to a collecting point where it is deposited in conveyances, used in carrying it to a still. At the still the pitch is placed in a large cauldron-like affair underneath which is the furnace. A fire in the furnace causes the spirits of turpentine to pass off in the form of a vapor. This vapor cools in passing through a coiled tube known as a "worm." When it cools it forms into the liquid and is collected in a tank. The residuum left in the still after the spirits of turpentine have passed off is rosin. Rosin is shipped in barrels weighing all the way from 280 pounds to 500 pounds each. Turpentine reaches the Canadian market in oak barrels that have been shellaced in the inside to prevent leakage and evaporation.

#### Imports of Turpentine Into Canada

Considerable quantities of turpentine and rosin are imported into Canada each

year. In the month of April of the present year 87,585 gallons of turpentine were imported. The exports to all countries in that month were 528,789 gallons. It will, therefore be seen that the imports into Canada in that month was approximately one-sixth of the amount exported. The figures for the imports by the various months are not at hand. If, however, the month of April is taken as an average month the total imports for the year would be well over 1,000,000 gallons. Canada also takes large quantities of rosin each year.

#### Export Sales Have Decreased

The amount of turpentine exported from the United States has decreased greatly during recent years. In 1915-16 the amount exported amounted to 9,632,765 gallons. This is over 2,000,000 gallons less than the amount shipped abroad in the previous year. The following figures show the amounts of the exports over a period of the past ten years:

Year	Gallons
1906-07 .....	15,097,260
1907-08 .....	17,535,868
1908-09 .....	19,549,633
1909-10 .....	14,959,143
1910-11 .....	14,347,107
1911-12 .....	18,873,766
1912-13 .....	21,634,000
1913-14 .....	18,888,691
1914-15 .....	11,812,651
1915-16 .....	9,632,765

## To Register All Partnerships

*Credit Men Securing Retailers' Views Before Approaching Legislature—Propose Having all Partnerships Use Word "Regd." After Names.*

**B**EFORE proceeding to interview the various legislatures with respect to securing legislation which will make it necessary to register all partnerships, the Canadian Credit Men's Association is taking the matter up with the various retail associations. Their proposition is not an unreasonable one, and will no doubt receive support from most retailers.

#### Provinces Provide Penalty

Innumerable times has the question arisen as to the best method of compelling persons who have entered into partnership or persons trading under trade or fictitious names to register. Most of the Acts of the various provinces provide a penalty for non-registration, half of the penalty to go to the person who submits the charge.

According to the Credit Men's Association the Partnerships Act governing this registration is to a very large extent, however, a dead letter. The Governments have no machinery in their offices for following up omissions to register. In the city of Toronto a private person or firm made a business of ferreting out delinquent cases and bringing the delinquents before the bench, but made such a nuisance of themselves that in some way or other they were politely side-tracked.

#### To Use the Word "Regd."

After considering many suggestions from time to time the Credit Men's Association submitted a resolution at the last National Council meeting, which was unanimously passed, suggesting that all declarations of partnerships or trading under a trade name be filed with the Provincial Secretary; that all firms thus registered shall use the letters "Regd." after their name; that the Provincial Governments shall take into their hands the duty of compelling registration, and provide suitable penalties for non-observance; that in order to cover the expense of this a fee of \$5 be charged for every registration, the amendment to the Act to apply to all existing, as well as future partnerships.

The credit men state that they cannot find a single objection to these proposals, and can see a great many reasons why all Provincial Governments should be asked to put them into effect. They cannot see that they would entail any hardship upon those persons entering into partnership or trading under trade names. It is a matter, however, that vitally affects the retail merchants, and before proceeding to interview the various legislatures they are submitting this proposal to the retail associations.

The collection of accounts is not always a pleasant duty, but it is a necessary one. Allowing debts to continue until they come within the "no good" class has caused the downfall of many a merchant. A man should go strongly after that which belongs to him. He knows that when his own bills become due he has to meet them promptly. He should give his customers to understand the same thing. \* \* \*

Persistent solicitation is the price of business. Here let it be said that the world likes to buy from those who are keen salesmen; it shuns those who are listless, voiceless, timid or indifferent. If you believe in your own message to men others will believe as you do. This is sure. Sell, therefore, with enthusiasm and with a sound proposal, and money will flow towards you in a way to delight you heart and fill your purse.



# Brush Trade Has Had Ups and Downs

*Badger Hair Brushes No Longer Quoted by Some Manufacturers—Camels' Hair Brushes Also Practically Off Market—Camels' Hair is Not From Camels But From Squirrels' Tails—Bristles Have Advanced 25 Per Cent.*

WAR conditions have sent the price of bristles about 25 per cent. higher than those prevailing before the war. Many of these white hogs, bristles came from France, and during the first part of the war conditions were greatly upset. Recently, however, brush manufacturers in Canada have been able to get their shipments through in better quantities. Bristles are tied up in packages of a half-pound to eight pounds each. One of the most popular sizes used in the manufacture of varnish brushes is the two and one-half inch length. Before the war these cost the Canadian manufacturer in the neighborhood of \$1 per pound. They are now selling at \$1.25 per pound. In the case of the larger sizes, from 4¾ to 6 inch, the former price was in the neighborhood of \$2 to \$2.50 per pound. These sizes are now costing the Canadian manufacturer about \$4.50 per pound.

## Badger Hair Brushes Hard to Get

Some brush manufacturers have withdrawn quotations on certain lines of brushes altogether. One of these is the badger hair varnish and shaving brushes. Those that are still quoted by manufacturers have advanced greatly. Badger brushes, that formerly sold for \$2.50 each, cannot now be purchased retail for less than \$4 to \$4.50 each. It is now impossible to get the badger hair from which to make these brushes. Formerly they were prepared in Germany. Inter-course with that country being shut off for good and sufficient reasons, it is no longer possible to obtain the badger hair in the state from which brushes can be made.

## Camel Hair from Squirrels' Tails

Camel's hair brushes used in varnishing and by artists in painting are another class of brush that has practically been off the market. The artists' brushes usually had a quill handle. The hair was selected by hand, tied together and drawn in through the quill and cemented. Comparatively the brush was cheap because of the way it was manufactured. They were made by home industry, which is performed in spare time by the peasants, and consequently has not the expense of manufacture connected therewith.

In some parts of Germany they were made in factories with the assistance of the labor of children. This, again, was a factor in the cheapness of pro-

duction in those countries. Canadian manufacturers as yet have not undertaken the manufacture of these artists' brushes because of the necessarily comparatively higher cost of labor as compared with that in European countries.

These camel hair brushes are quite generally understood as being made from the hair of the camel. This is a popular misconception. They are made from the hair taken from the tails of squirrels. They are exceedingly fine in texture, and



Photo copyrighted by Underwood & Underwood, New York.

The boy has about 60 pounds in his pack, the man has a load estimated at 350 pounds. They are carrying hog bristles from the interior of China to the sea coast and will cover about 100 miles in 20 days. Note their sandal shoes and prop behind the left leg of each, on which the load is rested when they stop. The father has a little pot for tea, secured on the front of his pack near to his left shoulder. The matting at the top and the articles underneath it comprise his bed clothing and cooking utensils. These Chinese Coolies quite commonly cover 30 miles a day, with a load of 150 pounds on the back.





1. Scales used in weighing bristles for various classes of brushes such as shaving brushes and paint brushes. 2. Insert shows bundles of bristles as they reach the brush manufacturers in this country and as they are prepared in Russia, China and France. The Russian bristles are put up in bundles ranging in weight from a half pound to eight pounds and in length from 2 1-2 inches to seven inches. The Chinese bristles range in length from 2 1-2 inches to 6 inches. The Chinese are very expert in arranging the bristles in neat bundles of a half pound each. 3. Row of brush machines being operated by young women. The bristles are caught by a staple in the centre and the staple is then driven in the hole in the back of the brush. Snap-shots taken by Hardware and Metal representative through courtesy of Boeckh Bros. Co., Toronto.

are particularly well adapted for fine varnishing work and for the fine painting of artists. How the name camel's hair came to originate brush manufacturers have been at a loss to understand. One theory advanced is to the effect that the man who invented these brushes was named 'Camel.'

#### Bristles Cleaned in Canada

When the hogs' bristles reach Canada they are in a rough-cleaned state. Those that come from Russia are mostly of the white variety, and come tied up in packets of a half-pound to eight pounds each. They are tied with a cord around the top, and are in a semi-clean condition. They are sorted as to length, but must be boiled, dried, bleached with sulphur and otherwise made clean before they are ready to go into brushes. When they arrive from Russia they are packed in casks of 500 to 600 pounds each. Petrograd is the centre of the bristle market for Russia. Some of the finest white bristles come from Siberia. In that climate the cold weather is conducive to the growing of stiff long bristles on the hogs. They are gathered by the natives after they are shed by the hogs or scraped from their backs at killing time.

Some of the longest and finest black bristles come from the back of the wild hogs that inhabit the interior sections of China. These are gathered by the natives of China and are transported from the interior in great packs on the back of Chinese coolies. Enormous loads can be carried by some of these packers. There are also bristles obtained from the Chinese domestic hog that range in length from 2 1/4 inches to 6 inches. There has been an advance of about 25 per cent. in the price of China bristles. They now sell from 44c to \$3.25 per pound. China bristles are all exported in half-pound packages.

#### Much Depends on Cement

The greater part of the work connected with the manufacture of a painter's brush is hand work. "The brush is really a tool," said E. C. Boeckh, president of the Boeckh Bros. Company, brush manufacturers, to a Hardware and Metal representative. "Since the work is for the most part done by hand it requires years to develop the expert workmen for the various processes. One of the important parts of the manufacture is in the cement. On that hinges the durability of the brush. Every brush manufacturer has his own secret process of making his cement. Of course, there are certain operations that are done by machinery, such as the turning of the handles and the crimping of the

ferrules." Mr. Boeckh's ancestors for three generations have been into the manufacture of brushes. They originally came from Strassburg, in the French Province of Alsace. One of the valued souvenirs that Mr. Boeckh has framed in his office is a copy of an envelope addressed to his grandfather in Strassburg and written in the year 1856. The envelope is not an envelope, to use an Irishism. The address is written on the outside of the letter itself, and was tied so that it would not flop open. There were no postage stamps in those days, the latter being paid for at the post office and the steel imprint of the post office department was placed thereon.

For the first time in the history of the

(Continued on page 160.)



Machine used by brush manufacturers for the process of "combing" the bristles. Bristles are of various lengths in paint brushes in order that with the wearing down of the brush there may be new ends encountered. This machine mixes the various lengths and straightens them preparatory to weighing them out for the various sizes of brushes. Photo taken by Hardware & Metal representative through courtesy of Boeckh Bros. Co.



# Farmers Show a Live Interest in Cement

*Farmers Showing Greater Interest in Cement Possibilities—A Big Business Awaiting the Co-operative Effort of Dealers — Price of Steel and Demand for Cement*

**G**OODS such as lumber, cement, etc., are usually classed in the dealer's mind as rough goods, and consigned by him to a well-earned oblivion as small profit goods. He is correct in his premises, but entirely wrong in his thought processes.

## Small Profit Goods and Big Sale Goods

Rough goods are small profit goods. But why? Because they are in such uni-

versal demand that the distribution of them is kept well in hand; there is no fluctuation in price, no risk, no loss, and all gain, which small though it be on individual lots, is in the aggregate a tremendous factor in a year's turnover. The profits are small as compared to some other items of stock in the same way, and for much the same reason as the profits on a Government bond are small as compared to those on mining shares, because one is safe and sane and the other speculative.

## Increased Public Interest

Inquiries from the general public, more particularly farmers, indicate an appreciation of these facts. The big manufacturers of this product report an amazing growth in the number of inquiries received in response to extensive and nation-wide advertising for instruction books on the many uses of cement in private enterprise about the home, shop and farm. A big grain crop induced this advertising campaign and a big grain crop is insuring its reward. The farmer shows an awakened interest that has been long gestating as a result of a press and rural mail education that only needed the physiological effect of a prosperous period to insure its fruition.

That press and that mail have brought the farmer in closer touch with modern living, modern conveniences and luxuries. And now he, too, wants them. Good roads have brought the automobile to his door, and he is quickening to the comparisons that fact entails. The old slipshod unsanitary wells and roads and bridges and fences must go now that he is affluent. He is ashamed before this

countless procession of smart strangers that the good roads have brought to his door. And the press and the mail have opened to him the way.

## Good Roads and High-priced Land

It is estimated that there is a farming population of 3,000,000 people within one hundred and fifty miles of Montreal and Toronto, and a proportionate number near the cities of the West, who in a



*A splendid barn with cement foundation.*



*A cement silo erected at a cost of \$130.*

greater or a less degree have come within the sphere of this new buying influence. Investigations in Ontario show that in the County of Lincoln, along the Queenston and Grimsby stone road fruit farms, to-day are commonly valued at from \$400 to \$1,000 per acre, while others equally good lying at a distance of two or three

## Steel Prices and Cement Sales

The demand for cement is created and the goods half sold before ever they reach the dealers' hands. And in this year of grace events have conspired to put that demand in an unusually strong position, for steel, the half-sister of cement, has advanced so tremendously in price as to encourage the further substitution of cement in construction. In 1913 the base price of steel at Pittsburgh was \$1.60. To-day it is \$2.60. All the steel we use in concrete and reinforced construction is Canadian-made; all structural steel is American-made. And after considering freight, duty and other charges into Canada there is in existence an increase of 25 per cent. on the Canadian price of steel; and cement remains



*A substantial country home made of cement blocks.*



miles off this stone road can be bought at from \$200 to \$300 an acre. Facts like these lie at the bottom of the farmer's new interest in cement.

#### Up to the Dealer

And now it is the dealer's turn to rise to the opportunity that has arisen, phoenix-like, from the ashes of old condi-

Every town and township has its bad roads, its rotten bridges, and, last of all, its local pride. Scarify the first. Appeal to the last. Enlarge upon the mud, point out the horse-power saving of good roads, dwell upon the stranger in the town and what he must think of such conditions. Forget taxes. The dealer in particular who has, as many dealers

knotty problem both to our business men and our diplomatists.

"One personal experience related to the writer by a well-known manufacturer who sells large quantities of staple goods to the paint trade, will give an idea of the discouraging situations which have already occurred as the direct result of this action by a friendly power.

"A well known financier came into the office of my friend, whom we will call Jones and said: 'I want you to get me five thousand tons of your product for shipment to Russia. You can deliver it to the Blank Warehouse Co., in my name and take a receipt for it and we will pay you 2 cents a lb. over the market price for every unit you deliver, cash on every delivery, up to the total amount.'

"Jones was in a position to make the deliveries in addition to his regular trade and the profit was an enormous one, but he was a far-sighted man and expects to be in business some time, so he said: 'What guarantee have I that this shipment is going to Russia?' 'Never mind that,' said the financial magnate, 'your responsibility ceases when the goods go into the warehouse.'

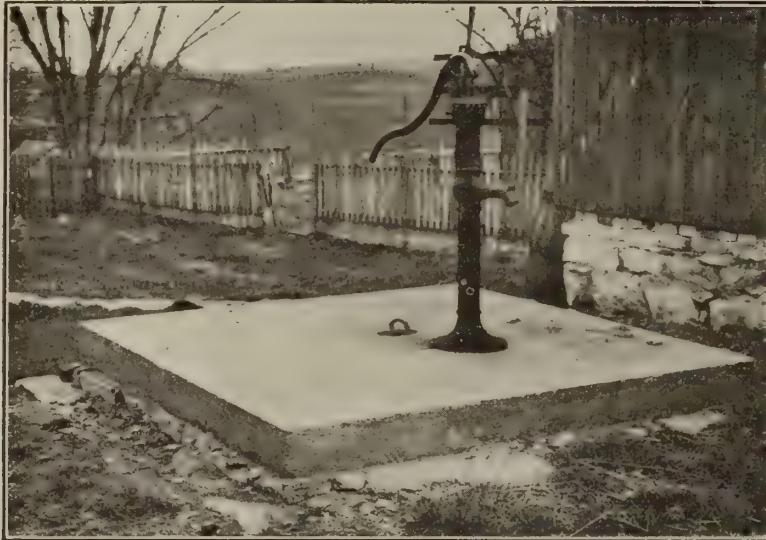
"Rather than take the chance of being black-listed and practically put out of business, Jones declined the order.

"Incidents like this may be multiplied many times, and the fact that American business is hampered and American firms harrassed in this way is enough to make the descendants of the Boston Tea Party ask what is the matter with our boasted independence.

"No friendly nation has the right to dictate to the citizens of another friendly nation how they shall carry on their business or with whom.

"As free citizens of a self-respecting and powerful country, we have the right of unhampered trade with all the world. Prior to the European war, generally speaking, this country was still in the crawling stage, or to be more accurate it was beginning to toddle by clinging to the chair and the door knob. It had developed large manufacturing industries chiefly for the supplying of the home markets, but its exports were overwhelmingly raw materials and food-stuffs. Now our manufacturers are increasing their output at a tremendous rate and are looking for an outlet in the natural markets, namely the export trade. Commercial jealousy cannot be allowed to interfere. Now is the time above all others for a positive, definite statement from those in authority that we will brook no interference."

Ability means power to do things other people think cannot be done or fear to undertake.



*A well properly protected from surface pollution.*

tions and the flame of new war. The farmer is ripe to make his home and his environments the counterpart of the city man's. He wants sewage systems, roads and bridges to compare with the best. And high steel is driving him to cement in the only one of that trio in which it was once a competitor.

#### A Cement Talker

The peculiar function of the dealer under such conditions should be that of a semi-municipal expert. Politics are not a necessary part of his qualifications for the job. He must cease to think of cement as a low-priced staple to be sold only on demand, and himself as a mere commission agent in it, and become instead a dynamic force in fostering and directing the coming of age of the new demand.

have, a bad bit of road fronting his store should never let up harping on this strain. Repeated often enough, as story grows in passing from man to man; likewise an argument, for each adds his own point of view to it, and eventually a real agitation that means results in general improvements and sales for somebody results. In one town in Ontario recently the people were considering a big investment along these lines. Of the three hundred dealers, who all carried cement, not one allied himself to the movement for selling purposes later. Each one said: "What's the use of one doing that. So-and-so will be sure to cut the price." And the result was that the movement died a natural death, and none of them had the opportunity to cut the price.

## The British Black List

*American Paper Complains About Alleged Hampering of Trade—Manufacturers Looking for Outlet for Their Products—A Knotty Problem for Certain People.*

MANY and varied are the opinions which are being expressed through American trade papers on the British Black List, recently announced. Various experiences are quoted to show how the action of the British authorities is working out to the disadvantage of certain American firms. One thing is certain and it is that the British authorities would not include any firm in the list without good reasons for so doing.

The following editorial from Paint, Oil and Drug Review, a United States trade paper, is typical of several which have recently appeared in American publications:

"In view of the great extension of American trade in South America and Asia during the war the recent action of the British Government in 'black-listing' a number of American importing and exporting houses presents a very



# Beautiful Designs in 1917 Wallpapers

*Modern Wallpaper Manufacturers Take Their Designs from Old Tapestries of Stewart and Tudor Period and Gothic Designs—Expensive Machinery Used in Production—Blacks and Whites Popular.*

**M**ANUFACTURERS of wallpaper state the present season is an exceptionally good one so far as sales go. "Our sales will be fully fifty per cent. greater than last year," asserted a Toronto wallpaper manufacturer to Hardware and Metal. "Stocks were low this spring and there was plenty of money around and the dealers in wallpaper in the face of another prospective good crop are not hesitating to put in good-sized stocks. This year has been an unusual one in the wallpaper trade in many respects. It has seen the development of the industry in Canada to a more complete stage of self-sufficiency than it has ever been in the past."

## Canadian Pulp in Demand

Raw stock on which wallpaper is printed is technically known as "hangings" and is manufactured from the wood pulp produced in the pulp mills of Ontario, Quebec and Eastern Canada. There are two kinds of wood pulp—mechanically

ground pulp, and pulp produced from wood chips by the sulphite chemical process. The latter contains longer, stronger fibres and a certain proportion of this is necessary in manufacturing most kinds of paper.

Sweden is one of the great sources of sulphite pulp for the whole world and has been for years exporting enormous supplies to England, Germany and the United States. But Sweden's supply of sulphur for making sulphite pulp came from Italy, and when Italy entered the war the export of sulphur was prohibited, it being a valuable ingredient in the manufacture of explosives. Misfortunes never come singly, for last fall owing to winter setting in earlier than usual, over fifty vessels engaged in the Swedish pulp trade were frozen into the ice in the Gulf of Bothnia, which is the northern arm of the Baltic Sea.

These two events entirely put a stop to the exportation of sulphite pulp to the United States from Sweden and the Can-

adian supply was immediately requisitioned to fill the shortage. The clamorous competition for the Canadian pulp caused prices to soar skyward, and consequently the cost of "hangings" has reached an unheard of price.

It may astonish some people to know that the Canadian pulp mills are now manufacturing over 1,700 tons of newsprint per day, most of which is going to the United States, and by the sale of which over \$2,000,000 per month is being brought into Canada. Fortunately Canada possesses an unlimited supply of pulpwood and has put conservation of the forests into effect before the supply has begun to show signs of exhaustion.

## Art Work in Wallpaper

In the early days of art the colors used were crude and primitive and the designs were elementary and uncouth. So it was with the first wallpapers that were marketed. Only in comparatively recent years have artists of renown found in



One of the new lines for 1917 showing the textomeal weave with handsome ready-cut border and trimmer.



One of the new bedroom papers for 1917, beautifully embossed with ready-cut two-band border of orchids and lilies.



wallpaper a suitable medium through which to exploit their gifts. These artistic minds were not merely content to produce original patterns in a more artistic vein, but for inspiration turned to the great historical periods of decoration and desired to emulate the works of Gothic times, the Renaissance, the gaudy splendors of the time of Louis XV. and the massive simplicity of the Scotch Stewarts. But in those bygone days wallpaper was unknown and painted walls were not looked on with favor. Woven fabrics were hung up to relieve the bareness of the walls, and they were of endless designs and diverse materials.

In Queen Anne's reign there flourished the needle-point work, in the reigns of the Stewarts and Tudors there were the verdure tapestries and in earlier times there were the Gothic designs, conventional and rich in heraldry. So the artist took these for his patterns and created exquisite designs of wallpaper modelled after them. Now the aim of the progressive manufacturer of wallpapers is to produce on printed paper the intricate meshes and weaves of these fabrics. The more realistic they have been made, the better has the ambition of the designer been satisfied.

#### Costly Machines Required

Many costly and expensive machines are required in the reproduction of these designs. There are intaglio embossing machines that produce a permanent impression when the goods are hung that is in close representation of the actual fabric. Special machinery is also required for the new lines in which the weave effect is produced by overprinting in oil colors. Heavy presses are required for manufacturing the soirettes, which closely resemble silk brocades.

The new mattines, which are 30 inches wide, represent a design of cable-net over a canvas background and are finished in the intaglio process in various weave-prints. A wide range of exquisite borders and trimmers are shown to match each coloring of these goods. One of the recent new features are the ready-cut borders in which the brightness of the colors is tempered by overveiling in just the essential color-note. Also the season's designs contains printed oatmeals and textomeals in which beautiful novelties are to be found.

#### Pulp is Colored

Textomeal is the name of one of the new products recently put on the market in Canada. They possess every decorative value of printed oatmeals or cork velours and yet have none of their disadvantages. The stock on which they are made is of heavy weight, of first-class quality and is colored in the pulp so that there is no staining of the edges in order to hang the goods perfectly. Furthermore, the roll is uniform in color.

They are shown in a large range of popular colors in plain weave effects, stripes, shadow designs and other artistic treatments with beautiful ready-cut borders and trimmers.

#### Black and White Vogue

When the black and white vogue came in it was thought that it was merely a passing fancy, that it would be here to-day and to-morrow a thing of the past. When the fashion for red wallpaper came it was looked on pretty much in the same light, yet it stayed several seasons and was welcomed warmly.

Now the black and white vogue has merits that were lacking in the red era.

The severity of the plain black and white can be toned down with overveiling, intaglio emboss or oil printed mesh as is done with many beautiful examples of this fashion. Again dainty trails of pink roses are introduced into the hangings and in the borders bright poppies and roses run riot and entirely counteract any tendency toward melancholy.

Paris, which first introduced the vogue, is showing black and white effects more than ever this season. The reason for this must not in any way be taken as a sign of mourning for it is far from it and leans more toward frivolity than sadness.

## End of German Dumping?

*Meeting of Manufacturers Held in Berlin—Trying to Avoid Mistakes of Past—Unsatisfactory Competition in Foreign Markets.*

ACCORDING to the Ironmonger, London, England, the ominous fall in the foreign exchange value of the mark is evidently disturbing the German business world very seriously. Some temporary relief has been afforded by the arbitrary action of the manufacturers' syndicates, backed by the Government, in repudiating their running contracts with neutral buyers of their goods by suddenly raising prices all round to the extent of the depreciation of the mark, and something over. But that is at best a makeshift, which can serve its purpose only so long as there is no effective competition from other countries in the neutral markets. Other measures are therefore being devised in the hope of staving off the trouble when peace is declared.

With this end in view, a meeting was recently held in Berlin, under the auspices of the German Government, which was attended by about 200 manufacturers of metal goods from all parts of the Empire. The chair was taken by an official of the Central Office for Export Licences for Metal Manufactures, and 26 trade associations were represented. It was unanimously agreed that the exchange value of the mark must be raised, and that in other industries the establishment of central offices for the fixing of prices (for export) had proved an efficacious remedy to this end. The meeting therefore resolved to establish a cognate office for the metal industries, subordinate to the Central Office for Export Licences.

Several speakers laid stress upon the admitted difficulties of carrying out such a scheme in the metal industries owing to the extraordinary diversity of their products, which made the fixing and conditions of sale a task almost surpassing the wit of man, and there was a general agreement that the industries concerned were entitled to have a say in the matter.

In the end, fifteen committees were elected to consider how the scheme could be carried out with due regard to the interests of the various branches of the export trade in metal manufactures, the peculiar conditions of each foreign market, and so forth. Other committees are to be set up as occasion arises.

The official report of the proceedings concludes with the following sententious piffle: "The day of this meeting may constitute a turning-point in our economic and historical development, for on this day the principal groups of the great metal-industry, unitedly and self-consciously (sic!), taught by the experience of the world-war, took the first step towards the avoidance for the future of the grave mistake which has been made in the past of carrying on an unsatisfactory competition in foreign markets by making unprofitable offers, cutting prices, and making special concessions."

#### BRUSH TRADE HAS HAD UPS AND DOWNS

(Continued from page 156.)

Canadian brush manufacturers an export trade has been done in shaving, cloth, hair and horse brushes. This demand has been created for military uses, the most of those exported from Canada going to Great Britain. Large numbers have also been made for use of the Canadian troops. Whether or not the export trade will continue after the war is over is a question on which the manufacturers are not prepared to give a definite opinion. It is pointed out that in times of peace the export trade has been largely catered to by cheap German brushes. It remains to be seen whether or not this competition can be met. One of the large orders filed for the British War Office by a Canadian manufacturer was for 165,000 horse brushes.



# Cardwriting Made Easy

## by R.T.D. Edwards

### LESSON NO. 18—"BRADLEY" LETTERING

EVERY cardwriter, no matter how accomplished he may be, can always afford to add more styles of lettering to his list—Therefore it behooves all who are interested in the art of lettering to keep their eyes open for something new in letter formation.

There are dozens of new types of letters appearing in the advertising sections of journals and magazines which are the work of high-priced artists, from which you can glean many new ideas to work up what appears to be an entirely new form of lettering.

The way to go about it is this: as you run across these letters, sketch them in pencil and the balance of the alphabet can be worked up to correspond with them. You will notice some predominating feature which should be followed throughout the alphabet. For instance, while the "Bradley" is far from being new you will find many new formations that will add new life to the old type. The outstanding feature of this form of lettering is the small angular strokes at the beginning and ending of strokes also the square-cornered junctions in the curved letters.

#### "Bradley" Alphabets

The lettering we are teaching this month is what might be called by some a fancy letter on account of its out-of-the-ordinary formation. This may be true but nevertheless when the letters are put together to form words they make a very readable card as you will see in the finished work. This style is most suitable for the better class of display cards but it can be used for sale purposes with good effect.

A first glance at the chart gives one the impression of it being a most difficult letter to read. This is not the case: in fact it is one of the most readable forms of lettering that a cardwriter will run across. The rules for arranging these letters are simple and easily understood. Never use all upper case letters in one word. If a capital

is desired have it at the beginning of the word only. The remainder of the letter to be lower case.

The "Bradley" alphabet is not by any means a new one. It has been in use a great many years but has not been used extensively: thus it is uncommon. The principle of its formation is quite simple. First of all you must possess brushes that are in excellent working condition, brushes with red sable hair all the same length. The hair must not split and come to a perfect chisel point when filled with color.

The "Bradley" type is an entirely brush stroke alphabet. That is, each stroke is completed with one sweep of the brush. No finishing strokes are required if the brush is in good condition.

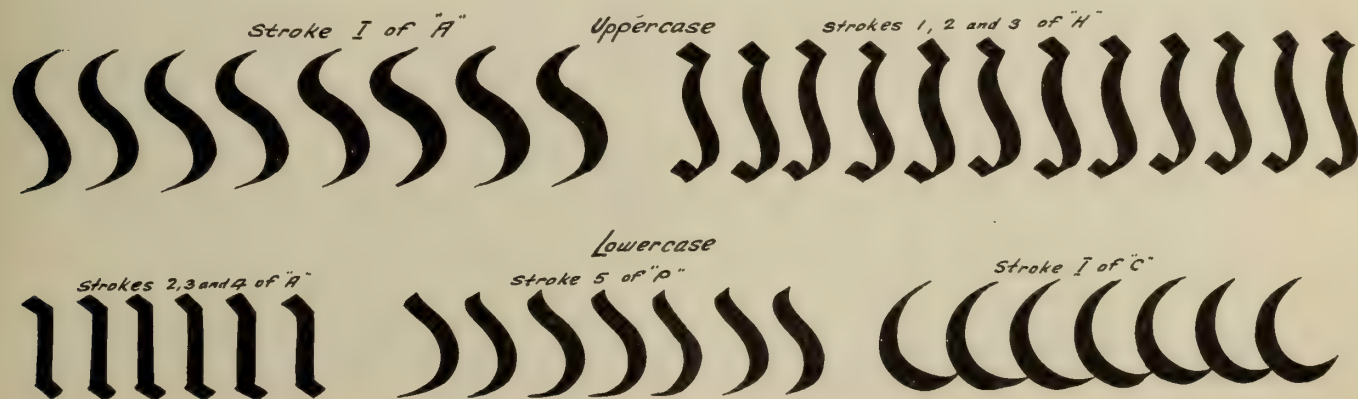
#### Directions for Painting

As explained in previous lessons, work the color into the brush by drawing it back and forth on a piece of scrap cardboard until the color flows evenly from it and the point of the brush is the right width. A No. 8 red sable writer is a good size brush to use for a letter two inches high. If a small letter is required use a smaller brush. Don't try to make a big brush do small lettering. Hold the brush quite rigid between the thumb and forefinger. It must not roll as is necessary for the brush stroke block lettering shown in this paper some months ago.

#### THE CHART

The first "A" shows a very gracefully formed letter. The main thing in this letter is to have it balanced up properly. Practice that stroke No. 1 many times. Stroke 4 of this letter is one of the most prevalent and needs much practice.

The second "A" is of entirely different formation. Stroke No. 1 is made with one sweep of the brush. This stroke has appeared many times in previous alphabets. Stroke 3 is the same as stroke 4 of the first "A."



...Practice Exercises...



In stroke No. 1 of the first "B" we have the same stroke that appeared in the other two letters. Practice well strokes 5 and 6.

Stroke 1 of the second "B" appears often in the alphabet and should be practised carefully. Combination strokes 2 and 3, and 4 and 5 of this letter need a lot of practice.

"C" is a simple letter to form. Stroke 1 is the same as stroke 1 of the second "A."

Stroke 5 of the first "D" is a peculiarly curved stroke and needs a lot of attention.

Stroke 3 of the second "D" should be paid particular attention to on account of its long sweeping character.

"E" is only one style of many used in "Bradley" lettering. Take particular care of strokes 1 and 3.

Strokes 1, 2 and 3 of "F" appear often during the chart. These three can be made without lifting the brush off the card.

Two entirely different styles are shown of the letter "G." Pay special attention to stroke 3 of the first "G." The second "G" is the easiest read and the most used.

The "H" makes a nice capital letter. It shows a good combination of strokes in 1, 2 and 3. The "I" form is comprised in many other letters. Strokes 1 and 2 of "J" are the same as 1 and 2 of H. Much practice is required to make these strokes graceful. The "K" shows another nicely formed letter. Stroke 6 is a new one so far and should be paid special attention to.

The combination stroke 3, 4 and 5 of "L" should be practised often. This letter needs a lot of attention to get it properly balanced. The "M" and "Ns" are of a similar formation. Their lines appear in other letters. Strokes 1 and 2 of the first "O" are the reverse of one another. Practise this letter well. The second "O" has the third stroke added to give variety.

The "Q" is the same as the first "O" with the tail added.

You will notice a similarity of the two "R's" to the two Ps.

Stroke one of "S" has been shown in brush stroke Roman lettering and should be well known to the writer. The "T" is a very graceful letter but requires a lot of practice to make it such. Strokes 2, 3 and 4 require much attention before they can be made to appear properly balanced. All the strokes of the first "U" are comprised in previous letters. The second "U" gives a variety in the first two strokes. This former letter is the easiest to read.

Of the two "Vs" the first is the most practical and easiest to read. Stroke 3 is the same in either letter. The variety is on the first two strokes. Practise these letters often.

In the "Ws" we have two distinct types. The first is the one of the better "Bradley" characteristics. The

## "Bradley" Alphabets

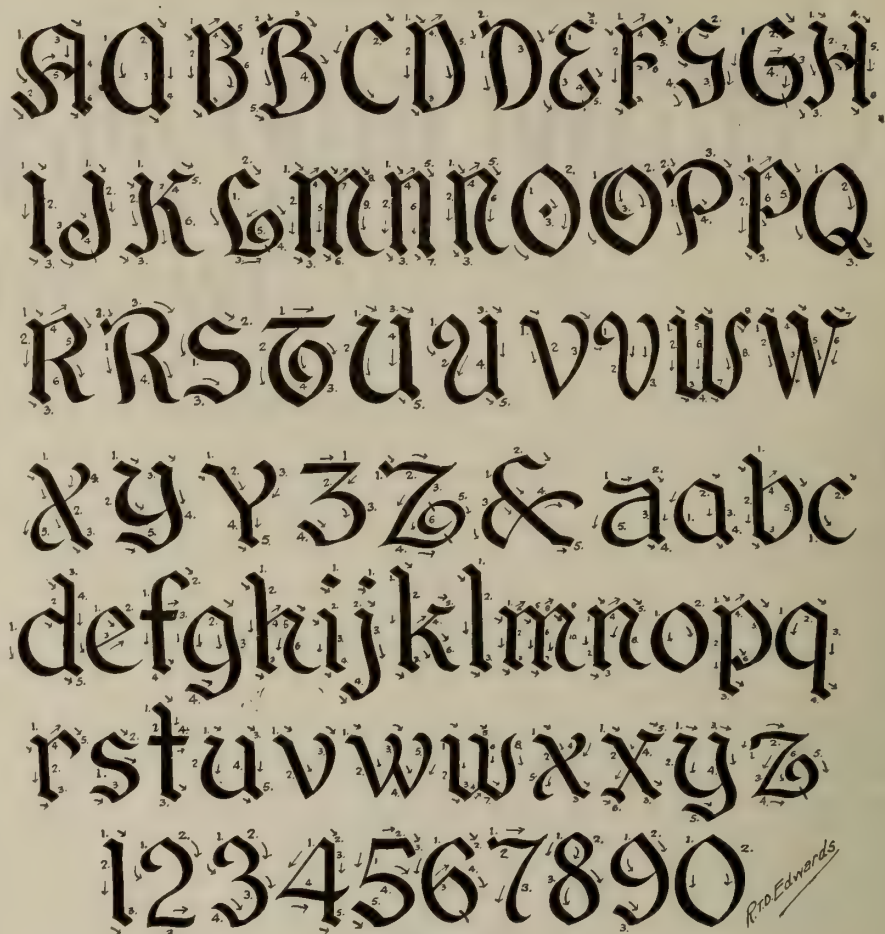


Chart 17

"X" is a letter that can be made very quickly. Be sure to get the combination strokes 1, 2 and 3 at the right angles. With practice strokes 4 and 5 can be made as one stroke. Of the two types of "Y" shown the first is the best to use. All the strokes comprised in these formations are comprised in previous letters.

The second "Y" is of simpler form but not as distinctive as the former.

Two styles of "Z" are given. Both are good ones. The first you will find much easier to form than the latter.



The illustrations used in preparing the above show card were taken from an advertisement which appeared in *Hardware and Metal*. The illustrations were first cut out square. The top corners were then rounded and pasted on the card with thin paste.





*The illustration used in preparing the above showcard was taken from a recent advertisement in Hardware and Metal. The ruling and curves on this card were made with grey shading. The lettering was done with a pen and brush.*

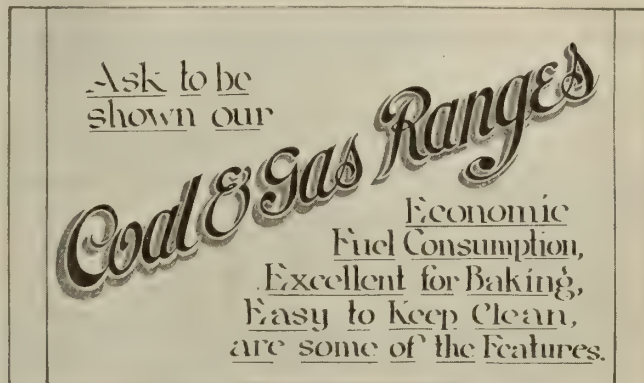
Strokes 4, 5 and 6 of the latter letter will require a lot of practice to make them appear as one continuous stroke.

You will notice the same principles which are applied to the upper case lettering are applied to the formation of the lower case lettering. Remember there is no rolling of the brush between the fingers and always keep it at the same angle. There is no necessity for going to detailed explanation of these letters; make the strokes as they are numbered and draw the brush in the direction that the

arrows are pointing. If you keep the color in good you will find that the work is much easier to execute.

#### As to Numerals

"1" is the same formation as the "I" and needs no further explanation. "2" shows some new strokes and needs much practice, especially stroke 2. "3" is made with 4 strokes of the brush. Pay attention to strokes 1 and 4. "4" is just a combination of strokes shown in the upper case alphabet. "5" shows some new strokes but



*Suggestion for showcard to be used in connection with window displays or in stove department.*

there should be no difficulty here. "6" needs some extra attention to get it balanced up correctly. Note the angle of stroke 3. "7" is one of the simples, but many card-writers have difficulty with it. Much practice is needed. Note the upper portion of the "8" is smaller than the bottom part. It is advisable to give these strokes hours of hard practice. The "9" requires much practice to get it balanced up properly. The "0" is the same as the "O" shown above.

#### Practice Exercises.

In order that you get the best out of this lesson it is advisable to practice each stroke or set of strokes in a systematic manner. Rule a half sheet card with a pencil with sets of guide lines running parallel across the card two inches apart from the upper case and one and one-half inches apart for lower case practice. Start at the beginning of the chart and make each stroke many times.

Fig. 1 gives you an idea of how to go about this work. Remember cardboard used in this work is worth to you many times more than the cost of the card. Practice is the foundation of perfect letter formation.

#### MORE SHELLS FOR FRENCH AND BRITISH

IT is somewhat startling, states the American Metal Market, to find that the inquiries for steel to be used in the manufacture of war munitions in this country and Europe aggregate several million tons. How much of the tonnage is duplicated it is difficult to determine, but probably half of the inquiries will never result in orders.

Business is being conducted very quietly and it is only after American manufacturers come into the market for steel that it is found that additional contracts have been placed for high explosive shells.

Two such manufacturers put out inquiries last week for about 15,000 tons of round bars to manufacture six-inch

shells to British specifications. This indicates that additional orders for about 200,000 six-inch shells have been placed for delivery up to July 1917, or even longer, as inquiries on the steel call for practically this shipment.

Other domestic manufacturers of war munitions are reported to have closed contracts for steel forgings ranging from 50,000 to 200,000 tons in the aggregate. Some of the smaller manufacturers of railroad equipment are now refusing to accept contracts for locomotive and car accessories, as they have recently sold their entire plant capacity to manufacture war munitions. Most of the large inquiries in the last few days are for French shells and steel to be used in the manufacture of such munitions.

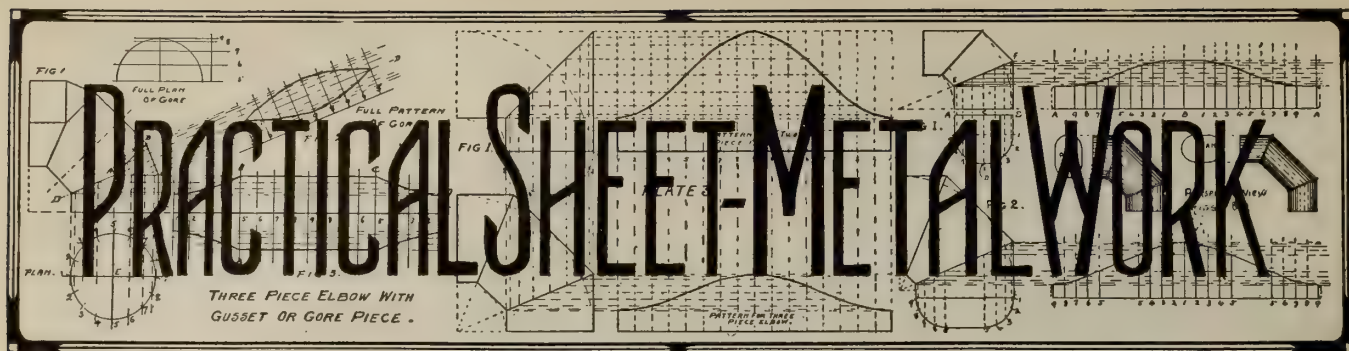
The Russian Government, however, through its American agents, is negotiating for more 12-inch shells, that is the equivalent to about 290 millimeters, which means about 700 pounds for each shell, whereas the British 12-inch shells weigh 1,000 pounds each, the difference being in the base, which is called for by British specifications.

It is a matter of passing interest that very few new inquiries for shells have come from Italian sources in the last week or ten days.



Anyone who makes a study of the re-tailing of automobile accessories cannot fail to see that the business is rapidly working into the hands of the retail hardware trade.





BY THOMAS STANFIELD

**T**HE following article describes a type of ventilator which appears at first glance to be a common one. Many sheet metal workers simply make this top with pieces A C and D, but such tops are little better than ornaments, except that piece A serves as a cover to the pipe D.

The top described in plate 22 is known as an improved Emerson ventilator, the old and original Emerson top was fitted with a flat top, which took the place of the solid cone A.B. It will be noted that the two slanted surfaces B.C. will deflect the air from whatever direction the wind blows, so as to form a horizontal current of air over the top of the open end of pipe D, and not only will this top give satisfaction as a ventilator, but also as a chimney top too.

The first step to take when developing patterns for such a piece of work is to draw the elevation Fig. 1. The size

of cone A.B. and flared piece C should be about two-thirds the diameter of the

*This is Article 22 of a new series of practical problems for sheet metal workers, prepared by a practical man especially for the readers of Hardware and Metal. Hardware merchants conducting tinshops have told us that they and their men have found Hardware and Metal's sheet metal courses to be of inestimable value to them, and in many cases they have filed the problems, with the result that they now have several complete courses which employees consult when confronted with sheet metal working problems.*

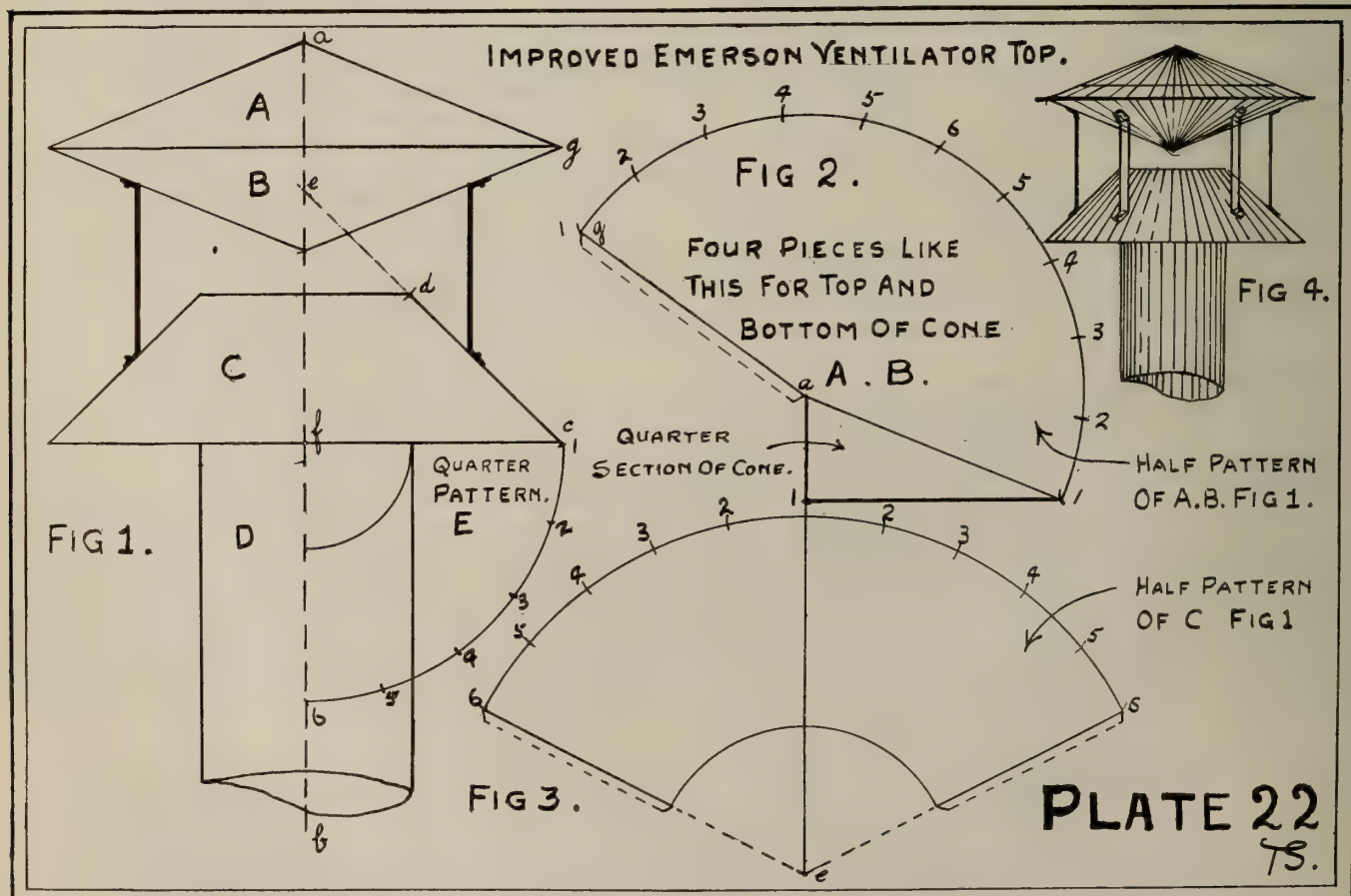
pipe and the cone should have a depth from upper and lower point of about

one-quarter its own diameter. Piece C should be flared at a little over twice that of the cone. The perspective view, Fig. 4, shows a fairly well balanced design, which is not only effective, but looks well proportioned.

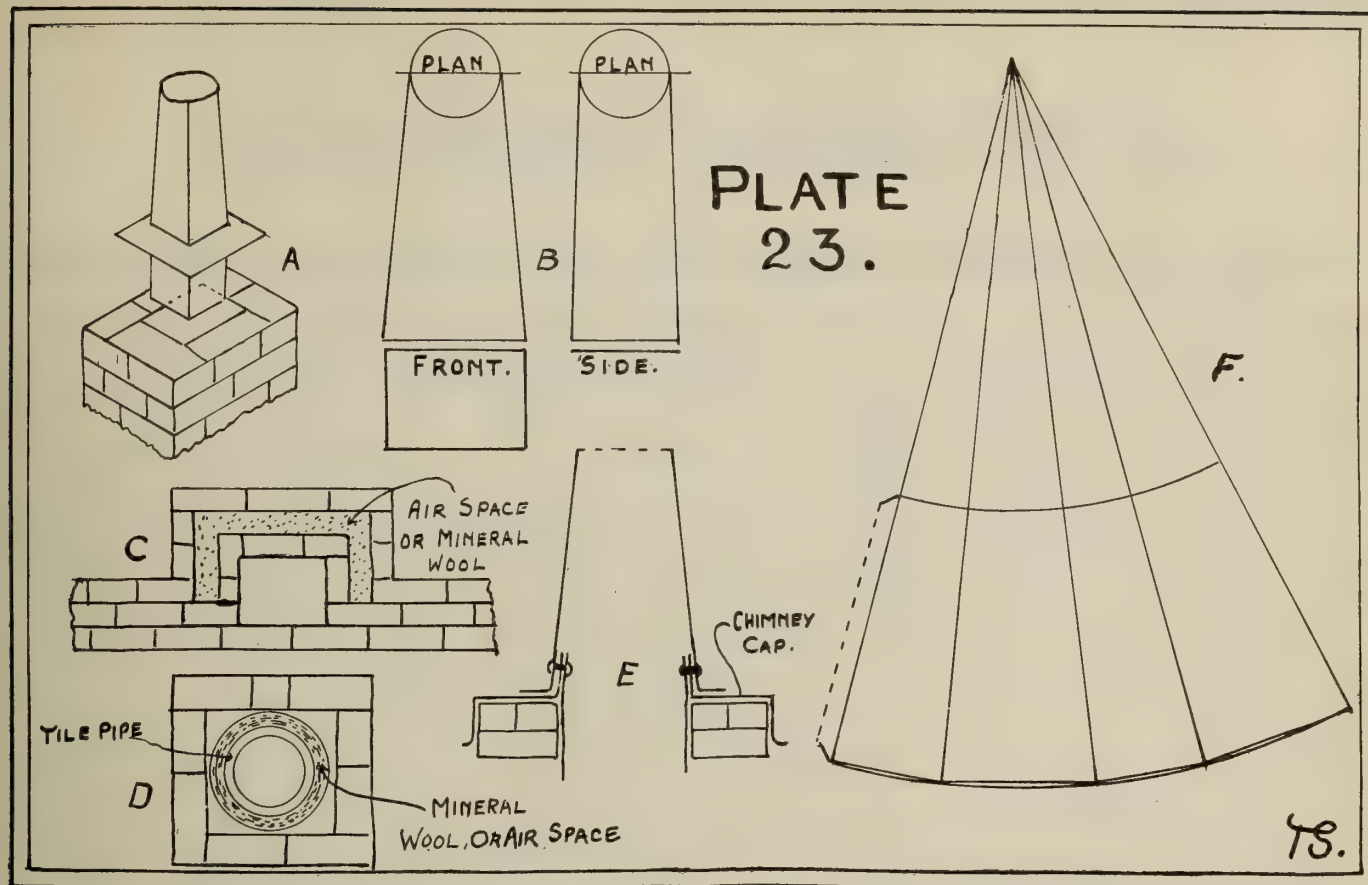
Having drawn the elevation on the centre line a b extend the slant line c d to e on ab as shown at d e, and with e as centre draw a circle, Fig. 3, which is the half pattern of piece C.

Next place the compass at f and draw two arcs from e to dotted line ab, and divide this arc into five equal parts, 1, 2, 3, 4, 5, 6, and transfer same to arc in Fig. 3, and repeat, beginning with 6 to 1, and 1 to 6. Then by using e on Fig. 1 as centre and d as radius, the half pattern of C is completed except that allowance for locks and seams must be made.

To develop the cone requires two full pattern pieces, one should be at least







one-quarter of an inch larger all round to allow for seam.

Place point of compass at a, and with g as radius draw an arc as shown in Fig. 2, and transfer the measurements from quarter pattern E, Fig. 1 to Fig. 2, as shown, beginning at 1 to 6 and 6 to 1. This will only give pattern for one half of the design which means that four pieces like Fig. 2 are required to make a cone.

The quarter pattern shown at E in Fig. 1, is simply a round flat flange which forms the lower half of piece C. No seam allowance is needed for this pipe as it should be fitted to the underside of C, and C should be made large to enable it to be placed over piece E. Plate 22 is almost self-explanatory and requires no further description.

#### Plate 23

In plate 23 a number of illustrations appear in connection with chimney caps and chimney construction. In our Canadian climate more care should be exercised when building chimneys. Many a furnace is installed that, do what one may, will never burn properly, and will not give off enough heat. When an extension to a chimney is made by adding a galvanized pipe as shown at A plate 23, it should be installed in such a way as to protect the chimney top.

Fig. C shows how a chimney may be protected from cold and made much more effective if constructed in manner

shown. It will be noted that where a chimney projects out from the building line, at least one-half of the chimney is too much exposed, and particularly so when simply a single brick is built up on the outside.

An air space or mineral wool coating should be by right inserted in such a chimney and it would result in better draft and less fuel consumption. Fig. D shows another design of chimney which is a very effective one, and one that is becoming very popular. It is a well-known fact that a round chimney is much more efficient than either a square or rectangular one.

Then again with a round pipe chimney that is smooth as well as furnished with an air chamber its effectiveness is greatly increased as stated before, when an iron extension is placed on top. In this case there should be some protection for the brickwork, because winds and vibration caused by heavy traffic, etc., will very often cause the top layers of masonry to become loose. Fig. E, shows how a chimney may be protected.

Fig. F, is a full pattern of extension pipe shown in Figs. A and B, and is self-explanatory.

In conclusion the writer is of the opinion that one of the most important conditions precedent to a furnace being installed is to be thoroughly satisfied that the chimney is suitable for the furnace, and seeing that this work is done long before the furnace is install-

ed, it is often necessary to decide upon the style of furnace before the chimney is built.

(Continued in next issue.)

#### UNREALIZED ASPIRATIONS AS PROMISSORY NOTES

The best part of every man's education is that which he gives himself. Some officers of organizations give themselves a great many airs for what they are going to do, and then take credit for the unaccomplished. Some rank and file members do the same thing. It is only accomplished facts that can be looked upon as hard coin; the unrealized aspirations are merely promissory notes and these may never be cashed.

To those who have worked, who have done something, and who can point to results, these promissory notes do not represent values. Unrealized aspirations are only good as far as they go, and unless they "go" they are not worth anything; like doubtful bills, they can be cashed—if cashed at all—only at a tremendous discount.

He who makes a claim for attention on what he is "going to do," and gives no evidence as to what he has done, comes near being an impostor. Deserved success is the only success worth while.

Over-strained efforts to convince people you are telling the truth frequently confirm them in the belief that you are telling a lie.



# WHAT OTHER PAPERS SAY

## MORE BLUFF?

(From Paint and Varnish Record.)

We fear that in the editorial in our last issue entitled "The Unexpected," we took the arrival of the German undersea ship Deutschland too seriously. We freely admit that we accepted the unanimous press reports at their face value, which substantiated information that had been given us personally. Before and at the time of the arrival of the submersible there were those who suggested that there was some object in its arrival other than that of a peaceful merchantman. Some said it was sent over for the purpose of cheering the depressed at home, while there were those who suggested it was intended as a warning to this country of what Germany could do in the way of sending over submarines or other craft that would not be on a peaceful mission.

In other words, the arrival of the Deutschland seems to be at present another instance of the colossal bluff that our German friends have perpetrated from time to time. We can scarcely add anything to an article that appeared recently in our esteemed contemporary, the Oil, Paint and Drug Reporter, which said:

The detailed manifests of the dyestuffs cargo of the German submersible Deutschland are still hidden as deeply as if a part of the cargo of the sister subsea blockade-runner Bremen for the past ten days expected to occupy a berth in Baltimore next to that held by the Deutschland.

This secrecy on the part of the local agents of the German dyestuffs industry—who under normal conditions would have handled this material—is no more marked than the veil of discretion that has been drawn about the Baltimore customs house. In order to carry out the appearance of strict neutrality—i.e., secrecy—that branch of the Government service has shut down the lid as to manifests of all general cargoes for a month after a ship sails, so that even the exports from Baltimore are not obtainable until four weeks have elapsed after a ship departs. This, of course, will keep the details of the Deutschland's return cargo hidden until after she has made her home port—always provided she escapes the steel nets and the aeroplanes and the other warlike impediments to be employed by the British patrol ships.

## OVERBUYING—A COMMON EVIL

(From The Hardware Trade.)

It has been recently asserted by a prominent credit manager who takes a keen interest in matters pertaining to the welfare of the retail merchants of the country, that for every five retailers who are good salesmen there is but one who is a good buyer.

While this may appear to be a somewhat sweeping statement, on further thought it must be admitted that in many a store the greatest interest and enthusiasm attaches to the making of sales, while the purchases are on a sort of "guess" basis.

Advertising, display, enthusiasm of the sales force—are all directed toward the swelling of the sales volume. This is admittedly the proper thing, providing reasonable care is taken to see that the enthusiasm over the advance possibilities of the sale does not carry the merchant away on its wave to the point where he loses sight of the discretion needed in the placing of his orders.

This same credit manager points out that, whereas the large merchandising establishments pay handsome sums to their buyers,

their sales force do not represent persons capable of earning anything near a similar sum.

This is but an added instance of the well known truth that the well balanced, well rounded store must needs have attention paid to all angles of its activities.

Merchandise is undoubtedly bought in many instances without due thought of the sales possibilities and the competition in the territory open to the merchant.

The result is money tied up in stock which fills the sales room and the store room. Depreciation and interest on the investment soon eat large holes in the paper profits. Styles change, crops fail, money tightens, or some other element enters into the situation and the merchant finds himself with a lot of due accounts and no money with which to meet them.

Cash discounts are necessarily passed and a general air of confusion prevails.

It often happens that the store in which care is not taken in buying finds itself sadly overstocked on slow selling lines, while it is likewise understocked on the lines which do move.

Credit is impaired and, in many instances, the merchant is forced by his creditors to close his doors.

Without in the least reducing their selling activities, there are many retailers who might well devote more careful thought to the buying end of their business.

In buying, as well as in selling, rest the profits from the retailing of merchandise.

In fact, it is a question whether there is not more money made through careful buying than there is through the selling end of the business.

## OUR MINISTER OF LABOR

(From Financial Post.)

Production of munitions in the Province of Ontario is being crippled by an increasing shortage of labor. The Post has it on high authority that for every 1,000 men engaged in munition work at main points in Ontario, another 150 are urgently needed. Furthermore, out of every 1,000 at present employed, 100 or 150 are inefficient through physical unfitness or because they flit from one job to another, throwing organizations out of gear and shoving up wages as they move about. As a direct result of the labor situation output is months behind schedule, new contracts have to be refused, and in one or two cases production has been discontinued altogether.

The fact of the matter is that Canada is rapidly reaching that condition which prevailed in Great Britain over a year ago, and was met by Lloyd George in a determined and successful manner. The Canadian Government has so far worked on the assumption that no interference with individual and private effort is necessary for the successful prosecution of the war. Two thousand men are at work on the Welland Canal, which work could very well be suspended. Hundreds of men are engaged in every Canadian city in local improvement work, the discontinuance of which would be to everyone's advantage.

The ordinary methods of finding men have failed, chiefly because every man has a job to-day and therefore remains in ignorance of the fact that he could double his wages by doing munition work. If the Minister of Labor undertook a publicity campaign pointing out that there are laborers in munition plants actually earning from \$7 to \$10 per

day, seven days a week, The Post believes that a response would be made which would greatly relieve the present situation.

## FIRES CAUSED BY SPORTSMEN

(From Conservation.)

In addition to the more common causes of fire, carelessness on the part of fishermen has been responsible for serious losses, several destructive fires in Canada having originated in this manner during the current year. In April, a large malting plant in Manitoba was destroyed, with a loss of \$300,000, due to embers blown from fishermen's fires. Serious forest fires were raging in New Brunswick during the latter part of May, and it is definitely known that at least two of the fires originated as a result of neglect on the part of fishermen.

Care with fire should be one of the first considerations of any hunting or fishing party. Protection from wind is a simple matter when it is necessary to have a fire, and, when it has served its purpose it should be thoroughly extinguished. In the woods the ground should be scraped clear of all leaves and other combustible matter for a space large enough to prevent the fire spreading. When leaving a fire, it should be thoroughly drenched with water to assure its being extinguished. Trampling a fire out is never positive, as a high wind fans into life again embers which may have been simply trampled into the ground.

When the results of carelessness are brought to their attention, it is surely incumbent upon our sportsmen to give proper attention and care to their camp fires, and relieve Canada of this unnecessary fire loss.

## ELECTRICAL MANUFACTURE IN UNITED STATES

(From American Metal Market.)

Preliminary figures published by the census bureau of the Department of Commerce show that the total value of products of 1,121 establishments engaged in the manufacture of electrical machinery in the United States in 1914 was \$350,412,676, as compared with a production of a value of \$240,037,479 by 1,151 establishments in 1909, an increase of 40.7%. The value of dynamos produced in 1914 was \$23,233,437, as compared with \$17,231,804 in 1909, an increase of 34.8%. Of the output of motors the report of the bureau says:

"The 1914 output of motors, including parts and supplies, was valued at \$44,176,235, representing an increase of \$12,088,753, or 37.7% over the corresponding figure for 1909. Motors made in 1914 for industrial power and for railway use numbered 417,992; had an aggregate capacity of 2,882,795 horse-power, and were valued at \$22,286,149. The percentage of increase in number, horse-power and value as compared with 1909 were 62.5, 19.6 and 31.2 respectively. Of motors for automobiles, 11,880, having an aggregate horse-power of 36,858 and valued at \$1,351,442, were produced in 1914. This output, however, probably includes a considerable number of starting motors, for gasoline automobiles, not separately reported as such, and for this reason may not be comparable with the 1909 production—2,796 motors, having an aggregate horse-power of 12,471, and valued at \$294,152.

Motors for fans to the value of \$4,835,850 were reported for 1914, and motors for miscellaneous uses to the value of \$1,190,564, the former being an increase of 97.3% and the latter a decrease of 38.7% with respect to the corresponding figures of 1909.



# THE JUNIOR CLERK'S PAGE

## The Man Who Knew It All.

By E. A. Hughes

**Y**OU and I and the fellow in the next flat know him; he has a defiant, challenging mien, he has a quick tongue which leaps to answer ere a criticism has left the lips of its utterer; nobody can ever teach him anything; no one can suggest, advise or differ from him; he is the Man Who Knows it All. In common but expressive parlance, his head is swollen.

I knew one of his kind who worked in a hardware store. He was not chief clerk, but he thought he should have been. He would have been long before the time I write of, if only he had addressed himself to his work and his customers with a little seasoning of modesty and humility once in a while. Instead of that he made bad friend after bad friend simply because he knew it all. He was indeed, at times, positively offensive over it. For instance a woman would come into a store and ask for a particular line of polish. Maybe the store didn't keep it. The course to pursue, in that event, was to say so nicely, suggest some other, and if the other wouldn't do, say a polite "Good morning." But our friend with the enlarged headpiece had a different manner. When the lady asked for the polish, he said, "Oh, we don't stock that."

"Oh!" was the short reply.

"No," went on the other, getting in his opinion right away, "It's very poor stuff. Doesn't give satisfaction. You couldn't get the value out of it."

Now, I maintain that that was a foolish sort of reply to make to any customer. The customer is there to be satisfied whether with a particular line of goods or one of equal quality, and the merchant is there somehow to get her trade. Was that the sort of way to get it?

Apparently not, for the lady remarked very quickly "Young man, I know whether that polish gives satisfaction or not. I've tried it. I know I can get the value out of it."

Nettled, Mr. Know-it-all tried still to carry off the honors of the conflict but he only got deeper into the hole. He began what should never be begun between customer and merchant, under

circumstances of this kind, at any rate; an argument.

"Well," said he, throwing out his chest, "I know what I'm talking about. You can't get satisfaction out of that polish. We should lose trade rather than get it, if anyone bought the stuff. Therefore, we don't handle it." Then, as if to clinch the thing, he said, "I know!"

But this time he had caught a Tartar and his argumentativeness was coming to the ground.

"That's the trouble with young men like you," said madam, witheringly. "You probably know as much about housekeeping as Billy Sunday does about grammar. Were you ever married?"

Know-it-all was startled into a reply. "No," he said.

"Some girl should be thanking her stars that she's not got you," came the woman sharply. "You'd be a fine peacemaker in a house. Henry Ford would have nothing on you as a maker and keeper of the peace. But listen, young man"—here Madam began to go at it hammer and tongs; meanwhile the rest of the boys were roaring with laughter. "Don't be so opinionated. If you know so much you'll be positively encyclopaedic by the time you're forty. Have opinions if you like, but don't try to thrust them down my throat, at all events."

After she'd gone the boss walked over to the clerk whose red face betrayed his embarrassment at being thus lied.

"What's the matter, Denton?" he asked.

Know-it-all Denton said never a word for a time. Then he explained as best he could, for himself and his part in the scrap.

"I suppose," said the Boss, seeing through it, "it's another case of that confounded omniscience of yours. Once more, I guess, you knew it all, eh?"

"I knew what I was talking about," said Denton, refusing to give in, and holding to his ground with a tenacity worthy a better cause. "I knew what I was talking about. That polish won't give satisfaction. I told her so. I maintain it," he ended defiantly.

"But it may give her satisfaction. You don't know. She may be pleased with it. We don't think much of it, it's true but she may have proven it to be all right. And anyway why thrust your opinions upon the woman? Use a bit of tact my boy. Tact. Tact!"

Later on after luncheon, one of the fellows, a practical joker, brought over a copy of the encyclopaedia, volume "Sh to Tr." It was open at a certain page, and inside was a bit of paper, marked. "See Tact."

Well, he may get better as he gets older. It is to be hoped he does. Omniscience never got anywhere yet, if it was offensive.



### HOW TO INCREASE YOUR SALARY

1. Work in harmony with your house. To succeed you must heartily comply with all of the conditions of your employer, and you must have faith in yourself, your goods, and your house.

2. Accomplish more by attempting more. Introduce features of efficiency into your work, such as planning, making proper records, and schedules, standardizing operations, despatching. A few well-thought out schemes may permit you to do twice as much in the same time.

3. Cultivate your enthusiasm and take definite, concrete action in response to desirable impulses.

4. Nine dollars out of every ten are paid a high-salaried man for what he knows, the one for what he does. Continually seek to learn more.

5. Failure is not due as a rule to lack of ability, but to lack of application. Systematize your work and apply well thought out methods of operation.

7. Big salaries are given to salesmen for big business, and big business is no harder to secure than small business, if you go after it intelligently.

8. Above all, strive to gain and keep the confidence of all with whom you do business by fair, courteous and conscientious treatment to all.



A clerk needs to exercise his brains while waiting on customers quite as much as he does his hands and feet.

\* \* \*

The store window, like the merchant's face, should create a good impression when it is looked at for the first time.



# Free Services Offered by Hardware and Metal

*The attention of Hardware and Metal readers is directed to the service department of the paper. Many readers are profitably making use of the various services which are supplied free to subscribers. Scores of inquiries on almost every imaginable phase of hardware buying and retailing are received from retail hardware merchants. Many of the inquiries are of a confidential nature and are answered direct by mail. Others are published in Hardware and Metal. This is an invitation to any who are not making use of the service department to join in with the hundreds of live merchants who do make use of the services which Hardware and Metal has to offer. New features are being introduced from time to time in accord with Hardware and Metal's policy. Many regular features appear in each issue, but there are other services which the paper offers to readers. They are briefly outlined below.*

## FREE LEGAL ADVICE.

THE services of the legal department of Hardware and Metal in charge of Walter E. Lear, are available without cost or obligation to the subscribers to Hardware and Metal. A series of articles on the legal phase of business is now appearing in "Hardware and Metal." In addition to the regular series an arrangement has been made whereby any questions concerning legal matters, sent by readers to us, will be answered by Mr. Lear, through "Hardware and Metal." This service is entirely free, the only stipulation being that the name of the inquirer be given, though of course, no names will be used in publishing the answers.

## FREE QUESTION AND ANSWER DEPARTMENT

READERS of Hardware and Metal are free at all times to make use of the "Hardware Letter Box." If you have lost the address of a manufacturer, if you do not know where a certain line of goods is made, if you have a problem of any kind in connection with the buying or selling of goods, you are invited to send inquiries to the Hardware Letter Box. All inquiries will be promptly treated and confidential replies forwarded if desired. Many of the largest and best-rated wholesale and retail hardware firms in Canada, regularly avail themselves of the services offered through Hardware and Metal's Letter Box.

## ELECTRO SERVICE DEPARTMENT

SINCE the introduction of Hardware and Metal's Electro Service Department, upwards of 4,000 hardware electros have been supplied to the retail hardwaremen of Canada.

This department is not a money-making proposition. The electros are supplied to the trade at cost price. The electros sold so far have been used in newspaper and catalogue advertising, circulars, programmes and in numerous other ways. The service was one that the trade had needed for years, but such a service was not available until introduced by Hardware and Metal's editorial department.

That the service is appreciated by the trade, is shown by the many orders which reach Hardware and Metal's Office. But better still, it is further shown by the manner in which the retailers are using the cuts after receiving them. Proof sheets showing an assortment of 300 electros will be mailed free upon request being made to Hardware and Metal's Electro Service Department.

## FREE AD. SERVICE DEPARTMENT

READERS of Hardware and Metal can at any time send in their advertisements for criticisms or suggestions. The Ad. Service Department of the MacLean Organization is one of the best in Canada, and is always at the service of readers of the fifteen MacLean papers, including Hardware and Metal. If you are not satisfied with the results you are securing from your present newspaper advertisements, circulars or catalogues, send in samples to Hardware and Metal giving details regarding the failure or success of your methods. The matter will be taken up and analyzed by our "Ad. Service Department" and advice will be offered free of all charge to subscribers.

## FREE CARD WRITING SERVICE

THE fame of Hardware and Metal's latest service on show card writing has extended far beyond the boundaries of the Canadian hardware field. Quite recently a large publishing house in the United States endeavored to make an arrangement, whereby they could publish the series in book form. The series now running in Hardware and Metal is under the direction of one of the best show card artists in Canada. The articles are practical in every way, and are well illustrated. They are being followed closely by the best salesmen and window trimmers in the trade. They also furnish a wealth of ideas for the junior salesmen and window trimmers who are just starting out to learn the business. In addition to the regular series provision has been made to care for all individual inquiries which may be made regarding any phase of show card writing. This service is also free to readers of Hardware and Metal.

## FREE SHEET METAL COURSE.

THE manager of a well-known and successful Ontario hardware firm recently stated that the practical sheet metal course now running in Hardware and Metal is the best he has ever seen. He stated that the articles have been inestimable to the sheet metal working department of his firm. This firm files each problem after it has appeared in Hardware and Metal. The result is that a practical reference book is available at all times for the men in the sheet metal department. When problems of a special nature are encountered retailers are invited to submit their problems to Hardware and Metal. The expert in charge of the Sheet Metal Department will supply drawings and answers all questions free of charge to subscribers.



## HARDWARE LETTER BOX

### Pneumatic Horse Collars

O. B. Henry & Co., Drayton, Ont.—Please give us the name of manufacturers of pneumatic horse collars.

Pneumatic horse collars were formerly manufactured by the Pneumatic Horse Collar Company, of Montreal, but this firm has not been manufacturing these collars now for some ten years.—Editor.

### Baled Waste Paper

Brace, McKay & Co., Summerside, P.E.I.—Would you please inform us where we can sell to best advantage baled waste paper?

Firms dealing in this class of material on Prince Edward Island are: L. Bloek, Charlottetown; A. D. McPhee, Georgetown; Charles McNutt, Kensington. In New Brunswick firms dealing in baled waste paper are: H. L. Coombs & Co., St. John; Dominion Metal Co., St. John; B. Goldberg & Son, St. John. In Boston, Mass., dealers are: D. M. Hicks, 236 Old South Building; John Lyon & Co., 164 Federal Street.—Editor.

### Plaster for Repairing Walls

Aiken Bros., Allenford, Ont.—Kindly give us the name and address of a firm supplying a plaster used for repairing plastered walls.

Toronto Builders Supply Co., 1 Jarvis Street, Toronto, Ont.—Editor.

### Stonemason's Outfit

Matthewson Bros., Strassburg, Sask.—Could you tell us where we could secure a complete stonemason's outfit such as would be used for monument and grave-stone work?

Vokes Hardware Co., 40 Queen Street E., Toronto, Ont.; Aikenhead Hardware Co., 17 Temperance Street, Toronto, Ont.—Editor.

### Brass Plated Screws

La Compagnie Martineau, Quebec, Que.—Kindly inform us where we can buy round and flat head screws brass plated.

Steel Company of Canada, Montreal, Que.—Editor.

### Metallic Magnetism

Mond Nickel Co., Coniston, Ont.—We would be obliged if you could advise us the names and addresses of firms manufacturing or dealing in metallic magnetism.

Lymans, 71 Front Street, Toronto.—Editor.

### Old Copper and Lead

E. Boucher, St. Hyacinthe, Que.—Would you be good enough to tell me where one can buy old copper and old lead?

Canada Metal Co., Toronto; James B. Scott & Co., Toronto; Hoyt Metal

Co., Toronto; James R. Walker & Co., Montreal; Frankel Bros., Montreal.—Ed.

### Excelsior

Fraser Hardware Co., Galt, Ont.—Please give names of manufacturers of excelsior.

Excelsior may be obtained from Delaney & Pettit, Toronto; Saguenay mills, Montreal, Que.; the William Rutherford & Sons Co., Montreal.—Ed.

### Crockery Ware

L. P. Masse, Coaticook, Que.—Please give name of manufacturers of crockery. Belleville Pottery Co., Belleville, Ont.—Ed.

### Cardboard Boxes

Cochrane Hardware Co., Sudbury, Ont.—Please give names of firms making fancy cardboard boxes.

F. N. Burt Co., Toronto; Canada Paper Box Co., Montreal; Dominion Paper Box Co., Toronto; Kilgour Bros., Toronto; H. T. Reason & Co., London, Ont.; Rudd Paper Box Co., Toronto.—Ed.

### Asphalt Shingles

Ripley Peck Hardware Co., Windsor, Ont.—Please give names of firms making asphalt shingles.

Bird & Sons, Hamilton; Canadian Roofing Mfg. Co., Windsor, Ont.—Ed.

### Cow Hair

J. L. Demers, Thetford Mines, Que.—Please give the name of the Berlin, Ont., firm handling cow hair.

The Breithaupt Leather Co.—Ed.

### SEES BIG FUTURE FOR ACCESSORY BUSINESS

(Continued from page 120.)

demonstration of our famous automobile just call us up on the phone and we will arrange to take you for a spin and let you judge for yourself its many points of superiority. If you already own a car let us supply any repairs you may need—tires, tubes, chains, spark plugs, batteries and dozens of other necessary things. If you have catalogues of city automobile supply houses bring them to us and we can supply anything in their catalogues at their prices." This was the announcement that one circular carried and which was primarily for the purpose of advertising a stock of woven wire.

### Business Good.

Business in the general hardware lines has been exceptionally good during the present year, said Mr. Clement. There has been some building going on in the town and this has kept a fairly good demand for builders' hardware. The

paint trade has been fairly good in spite of the fact that the backward season in the spring retarded the opening of sales.

### MESSAGE OF A SUCCESSFUL MERCHANT.

(Continued from page 149.)

days later they stopped at the store to buy some things, having just been in to South Bend to sell her eggs. The old man was driving the new car. "Good machine you've got," I said. "Cost a heap of money," grumbled the old man. "Oh," says the wife, "I paid for it out of my egg money."

### Mr. Moon Sells House Paint

As an example of merchandising common-sense that is helping him to do the business he is, Mr. Moon told this anecdote. His competitor called one day and noticed a window display of paint. "That's a heap of paint you've got there," remarked the competitor. "You'll never sell it in a hundred years." Some weeks later he dropped in again. "Where's all that paint?" he asked. "Sold," was the reply. "This is how I sell 80 per cent. of the paint in that community to his 20 per cent.," said Mr. Moon. "I sell it to the farmer's wife; not the farmer. Early in the spring I go around with my color charts and ask the farmer's wife what color she likes for her house. Later in the spring she says to her husband—'John, we've got to have the house painted.' She has her color all picked out, and I'm the only one who has that color in stock."

### Farmer a Capitalist.

"The farmer of to-day is a capitalist," declares Mr. Moon. "He has changed almost over night, and that is the most important message I have to bring to you; this rapid change which has been wrought among the farmers of the United States is in their methods of living—their environment, in their new and better conceptions of life."

### INDUSTRIAL NOTE

Welland, Ont.—The Canadian Steel Foundries, Ltd., will build a forge shop at their plant here to cost about \$6,000.

Welland, Ont.—The Electro Steel & Metals, Ltd., will build an extension to the foundry at a cost of about \$10,000.

Brantford, Ont. — Another important industry, the Dominion Steel Products Co., is now practically assured for Brantford. The City Council, at a special meeting on Aug. 10, granted the company a fixed assessment of \$10,000, to run fourteen years. They will locate in Holmedale, where options have been secured on suitable available property. The Company propose erecting a factory to cost about \$50,000.



# EVENTS IN THE TRADE

## CREDIT MEN ELECT OFFICERS

A meeting of Governors of the "Canadian Credit Men's Trust Association," preceded by a luncheon, was held in the National Club of Montreal last night, when F. A. Todd, delegate to the convention held in Vancouver recently, presented his report. The officers for the ensuing year were then elected as follows:—Past president—D. S. Benvie, Jas. Robinson Co.; president—J. Thurston Smith, Lewis Bros.; vice-president—F. A. Todd, Can. Con. Rubber Co.; manager—J. E. Moriarty; Board of Governors—W. S. Barker, Tooke Bros.; J. W. Delziel, Chaput Fils & Cie; W. W. McConnell, McIntyre, Sons & Co.; L. F. Churchhill, John W. Peck & Co.; H. R. Gray, Gunn, Langlois & Co.; B. S. Shar- ing, Lake of the Woods; W. L. Helli- well, Gurney, Massey Co.; H. E. Stubbs, Canada Paint Co.; O. Baillargeon, La- montagne; John Farquharson, Montreal Biscuit; R. E. Dixon, Matthews Towers; N. R. Feltes, Ames Holden, McCready. J. Thurston Smith, who has been elected president, is secretary-treasurer of Lewis Bros., Montreal.

## FIRE DESTROYED PART ONLY

The report of the fire sustained by the Winnipeg Paint & Glass Co., Winnipeg, which was sent broadcast all over West- ern Canada in daily newspapers was liable to give a wrong impression to the trade. It should have been clearly understood that it was only their wood- working factory which was damaged. All other departments, including paint, glass, hardware, mantle and tile depart- ments were situated in another part of the city, and were not affected by the fire. Thus the Winnipeg Paint & Glass Co., are able to make prompt deliveries on all lines handled by the hardware trade.

## DEATH OF W. H. HIGGINS

Peterboro, Ont.—The death took place here suddenly of William Higgins for many years one of the leading hard- ware merchants of the city. He was prominent in Masonic affairs.

## HARDWARE MANAGER DROWNED

Edmonton, Ont.—Reports of a drown- ing accident at Lake La Biche, 125 miles north east of here, have reached the city. Five people are believed to have lost their lives, including Harry

Flowers, manager Sommerville Hard- ware Co., Edmonton; Mrs. Flowers and three friends. Harry Flowers was well known among the hardware fraternity. Prior to taking over the management of the Sommerville Hardware Co., Mr. Flowers was on the road for the Mar- shall-Wells Co., covering the province of Saskatchewan. Mr. Flowers was at one time employed in the hardware store of J. C. Wanless at Chatham.

The party were out in Mr. Flowers



*Harry Flowers, formerly manager of the Sommerville Hardware Company at Edmonton, who with his wife and three friends were drowned in Lake La Biche.*

gaseous launch, when a violent storm came up suddenly. Since that time no trace has been found of the party, al- though the upturned boat with cushions has floated ashore.

## PERSONAL

T. H. Conover, Ontario branch man- ager for the Martin Senour Co., together with Mrs. Conover, was in Montreal re- cently, en route to the Saguenay.

Geo. A. Elliott, of Elliott's hardware store of Brantford, Ont., was in Mont- real recently on a pleasure trip, bound for Quebec and Lower St. Lawrence points.

John H. Webber, of the Steel Com- pany of Canada, Toronto office, and Mrs. Webber, will spend a vacation on the St. Lawrence River, leaving on Mon- day for a trip up the Saguenay.

C. W. Whitmore, general manager of the Clinton Motor Company, Clinton, Ont., is in Toronto establishing a selling agency for the "Clinton" truck and the Wood Motor Company of Clinton.

J. A. Kilpatrick, president and man-

ager of the Dominion Wheel & Foundry Co., of Toronto, and formerly of St. Thomas, has been appointed by the Im- perial Munitions Board at Ottawa to take charge of the production of forg- ings.

Geo. A. Walkem, managing director of the Vancouver Machinery Depot, who recently left for England with the ob- ject of joining his Majesty's forces, has obtained a commission in the Royal En- gineers, and has left for Egypt, where he will be stationed for the present.

C. Stendol has been appointed man- ager of the steel department of the Can- ada Cement Co., Montreal, in succession to C. H. McMillan, who has resigned. Mr. Stendol was formerly with the Do- minion Steel Corporation, and previously held managerial position with the Al- goma Steel Co., Sault Ste. Marie, Ont.

William Yellowley, superintendent of the Canadian Locomotive Works, Kings- ton, Ont., died at his home on August 6 of heart failure, aged 57. He was a na- tive of Newcastle, England, and had been with the locomotive works for over 15 years. Deceased was a clever inven- tor, and had put into operation a num- ber of time and labor-saving devices. He devised two machines, which have materially increased the output of shells. Both are widely used in Canada, the United States and England.

## APPOINTED AGENTS.

Saunders and Wainwright, St. Nicho- las Building, Montreal, have been ap- pointed Eastern Canadian agents for the H. C. Hart Manufacturing Com- pany of Unionville, Conn., Manufac- turers of a line of table cutlery and glass cutters.

## INDUSTRIAL NOTES

Gananoque, Ont.—The retiring board of directors of Ontario Steel Products was re-elected at the annual meeting, held recently at Gananoque, Ont. The board is as follows:—W. Wallace Jones, Toronto; Dr. N. C. Jones, Toronto; J. T. Richardson, Toronto; W. T. Sampson, Gananoque; D. Ford Jones, Gananoque; E. P. Jones, Montreal; F. Bacon, Mon- treal; Kenneth Nelson, Montreal; W. M. Byers, Gananoque. The officers are —President, W. Wallace Jones; vice- president and general manager, W. T. Sampson; secretary-treasurer, F. Petch.



## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

**931. Steel billets.**—A Leeds firm, who buy in lots of 2,000 to 3,000 tons at a time of 4-inch and 4½-inch square steel billets, giving 28 to 32 tons tensile, are interested in receiving quotations from Canadian exporters.

**\*932. Iron bolts.**—A Leeds firm who are regular buyers of iron bolts 2 inches long by 5-16 inch, inquire as to the possibility of obtaining these from Canada. Those formerly used were German, and since the war, American supplies have been received. Bolts must have square head and true round shank free from scale and pressure indentations.

**933. Whitewood boards.**—A Leeds firm buying Archangel U/S whitewood boards, in lots of 10 standards, say 26,400 feet run at a time, wishes to hear from Canadian firms in a posi-



J. THURSTON SMITH,

Secy.-Treas. Lewis, Ltd., Montreal, elected President Canadian Credit Men's Association, Montreal Branch.

tion to export these. Boards must be planed all round and finished 15-16 inch by 8½ inches when dry.

**934. Asbestos goods.**—A Sheffield firm makes inquiry for finished asbestos goods such as painted packing, cloth and yarns.

**\*935. Wire nails.**—A Leeds firm using annually about 500 tons of wire nails, wishes to hear from shippers of this commodity.

**938. Spirit irons.**—An Edinburgh firm, formerly supplied from Germany, would be pleased to receive quotations from Canadian exporters.

**939. Electrical plant and accessories.**—An Edinburgh firm is desirous of receiving quotations from Canadian manufacturers.

**\*940. Basketware of all sorts, wicker chairs, brushes, etc.**—An Edinburgh firm is in the market to purchase above.

**941. Broom handles, etc.**—An Edinburgh firm is in the market to purchase broom handles, ash forks and rake handles, and any other class of hardware suitable for this market.

**942. Laboratory apparatus.**—A Glasgow firm is interested in the purchase of laboratory apparatus in glass and porcelain, including the various forms of apparatus used in chemical laboratories.

**944. Sole leather—sides, bends, shoulders, etc. Upper leathers—box, glaze kid, split, fleishes, flexible, rolled and rough.**—An Edinburgh firm is prepared to purchase the above.

**949. Cotton bags, paper lined.**—A firm of general merchants in Durban, South Africa, asks for prices of cotton bags, paper lined for

use as sugar pockets by the Natal sugar industries.

**950. Mining and railway supplies.**—A Johannesburg firm of thirty years standing are prepared to take up Canadian agency in rails, all kinds, and supplies, railroad cars and coaches, locomotives, creosoted sleepers, mining machinery of every kind and supplies. Immediate correspondence is requested as this firm is in a position to secure immediately very large orders.

**\*904. Glazed casings.**—A firm of Leeds manufacturers of blinds makes inquiry as to the possibility of securing from Canada, glazed paper casings in cream, white and other colors. They have formerly bought from Sweden, and are prepared to buy in 25 or 50 ton lots.

**965. Leather.**—A Leicester firm is open to receive quotations for the undermentioned leather:—

Upper leather; chrome.—Box calf and sides substance suitable for women and men's trade.

Semichrome sides.—Box sides substance suitable for girls', women and men's trade.

Vegetable tanned.—Box sides substance suitable for girls', women and men's trade.

Waxed splits.—L.M. and HM Union and Butt splits in first and second grades, also light waxed split shoulders for children's and girls' trade.

**966. Leather.**—A Birmingham firm desires quotations for hemlock bends, say 8-10 pounds average, in various grades.

\*Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London.

## INCREASED CAPITAL

The Dominion Copper Products Co., have increased their capital stock from \$400,000 to \$1,000,000.

## NEW \$2,000,000 REFINERY.

Involving an expenditure of \$2,000,000, work is now going forward on the Imperial Oil Co.'s new refinery on the Dartmouth shore of Halifax harbor. Over 400 acres of land have been purchased, and the plant, as originally planned, will cover 40 or 50 acres, the remainder of land being for expansion purposes. There will be storage tanks, machine shops, warehouses, and all the other equipment that goes with a modern oil refining plant. S. S. Shatford is manager.

## BUSINESS DEVELOPMENT

The McKinnon Dash Co., St. Catharines, Ont., will build an extension to their power plant.

The Nova Scotia Steel & Coal Co., New Glasgow, N.S., contemplates making considerable extensions at its iron mines, Wabana, Newfoundland. These extensions include new hoisting equipment, boilers, pumps, compressed air plant, power lines, cables, ventilating plant, industrial railroad track, hauling cable, etc. R. E. Chambers, is manager of ore mines and quarries.

Work has commenced on the \$45,000 addition to the American Pad & Textile Co., plant on Queen and Richmond street, Chatham, Ont.

The plant of the Doon Fibre Co., Doon, Ont, owned by James Huber recently totally destroyed by fire, will be rebuilt and new equipment installed.

## TORONTO HARDWAREMEN COMPLETE PICNIC ARRANGEMENTS.

Arrangements for the picnic to be held by the Toronto hardwaremen on August 23 are now about complete. It is proposed that the hardwaremen, their wives, families and clerks shall meet in Queen's Park at 1.30 o'clock on the afternoon of Wednesday, August 23, from where they will be conveyed to Lambton Park by automobile. At the park refreshments will be served and a program of sports and entertainment features will be carried out. Some handsome prizes have been donated by various hardware firms in the city. A special prize has been put up for the best decorated auto that enters the parade from Queen's Park. The following hardwaremen are requested by the com-



The above is a photograph of Godfrey Darling, formerly advertising manager of the G. F. Stephens Co., paint and varnish manufacturers, Winnipeg. Mr. Darling is well known in the hardware trade throughout the West, but very few of his old friends will recognize him in the picture. In explanation of his appearance he says: "I am neither bald or grey, merely clipped." Mr. Darling has been in the trenches over a year, going over with the first Canadian Mounted Rifles. He has been through several of the severest engagements, but is now in England taking an officer's course, having secured a well-deserved commission.

mittee to be on hand with their automobiles:

J. Booth, J. Caslor, T. Prince, M. Phillip, O. Morrison, L. Thompson, W. Cotton, R. Cotton, J. C. McFadden, A. Manley, M. Baiden, W. Baiden, G. Young, H. Membery, J. Hewitson, McCama Bros., A. Pearsall, W. Walker, M. Rossiter, C. G. Bailey, Christie Bros., G. Ferson, J. Suroff, G. Hamilton, F. Toseland, W. J. Merrill, J. Huar, Moore Bros., Cawker Bros., Telford Hardware, George May, Platt Bros., G. F. Ingram, P. J. Madden, George Mathewson, C. Murphy & Sons, F. Moore.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

FROM the standpoint of prices changes the past week has been one of the most important in the past two or three months. Advances have been recorded in the prices of iron and steel, fence wire, staples, fence hooks, glass, resin, asbestos wick, revolving churns, drills, wood handles, escutcheon pins, whiting, curry combs, tacks, nails, thumb latches and other commodities. Declines have taken place in the price of white lead in oil, gasoline and benzine, one line of saws. Prices have been withdrawn, or are under revision, on cast washers, shot shells, clothes wringers, washing machines, scales. The new prices when issued will probably show advances. The declines in the price of white lead in oil, and gasoline will not come as a surprise, both have been predicted in this paper on a number of occasions during the past few weeks. All metals are firmer, and reports from most manufacturing centres indicate an improved local demand. Many buyers appear to have made up their minds that there is nothing to gain by delaying longer. There is a heavy demand for iron and steel. Recent hot weather has had a tendency to curtail the output. The advent of cool weather will no doubt help to increase production to a certain extent. The sudden revival in steel has come as a surprise to some dealers. Steel makers are again falling behind, and the demand is as insistent as ever. The Allies have placed several new large orders for large-sized shells in the United States. There is a great scarcity of many hardware lines. The labor situation is serious. Many manufacturers are badly handicapped owing to inability to secure skilled help. The freight congestion, especially at Toronto, is causing great delays and inconvenience to both wholesalers and retailers. Practically all wire products have advanced here following recent advance in the United States. Wire nails have advanced 10 cents per keg. A new manufacturer of wire nails is about to enter the field in Canada. The outlook for fall trade in Ontario and the East is good. The Western outlook, although bright at present, is rather uncertain owing to the crop situation. Bookings for fall are good, indicating that merchants generally are looking for a good volume of trade. Retailers report that they are not experiencing any great difficulty in securing the advanced prices on goods made necessary by higher costs. There is a feeling, however, that prices on some lines are higher than warranted under present conditions.

## MONTREAL

**M**ONTREAL, Aug. 17. — Price changes of an important and far-reaching character have taken place this week. In addition to many new and higher prices which have been issued, quotations on several lines have been withdrawn. A number of important advances are predicted for the near future.

A decline of 50c per 100 lbs. in the price of white lead in oil is one of the features of the week. A saw and tool manufacturer has unexpectedly announced a decline of 7½ per cent. in the price of saws.

Among the price changes this week were advances in the price of resin, asbestos wick packing, hinges, wire nails and cut tacks, boiler plates, curry combs and drills, escutcheon pins, wood handles, barrel churns, and a reduction in saws.

### Metals Firmer

The metal markets which have been in a weak state for several weeks past, have now shown signs of life, and there was a distinct steadying influence during the last few days. There have been some slight advances in certain lines, but they have not been sufficient as yet to change the quotations. The markets in practically all lines are reported decidedly firmer, and in some products there is a considerable shortage, which

is expected to have its effect on prices in the near future.

### Tin Unchanged

Although there was a drop of 1c in the market last week, and the tendency was towards weakness, there was a distinctly firmer feeling this week, and quotations remain at 46c to 46½c per lb.

### Copper Firm

The market for copper was firm this week. About two weeks ago there was a slight advance, and this position has been maintained, with quotations steady at 29c to 29½c per lb.

### Spelter Steady

For some weeks spelter has been weak, and some surprise has been expressed that the low price had not affected the price of galvanized ware. This week a firmer tone is reported, and it would appear that the recent decline was largely due to speculators rather than to any condition based on production. We quote 18c to 18¼c per lb.

### Sheet Zinc

The market is unchanged, but in common with other metals there is a firmer tendency. Montreal quotations are 25c to 25½c per lb.

### Lead Firmer

Contrary to expectations the market in lead has executed a reversal, and in-

stead of last week's report of "very weak," the market this week is described as "much firmer." Quotations, however, remain unchanged locally from last week, at 8½c to 8¾c per lb.

### Antimony Unchanged

No change has been recorded in the market for antimony, and the situation remains as at last report, with quotations at 19c to 19½c per lb.

### Solders Unchanged

A steady market for solders, with no developments of interest, was the report for the past week. Prices are unchanged at 30c to 30¾c per lb.

### Aluminum Steady

There has been no particular movement in this market, and the quotation is steady at 65c per lb.

### Boiler Plates Advance

Another advance of 25c per hundred pounds in boiler plates and heads was announced this week. This is in addition to last week's 50c increase. Quarter to half-inch plates are now quoted at \$4.75 and heads at \$5.25. Market is very firm.

### Barrel Churns Higher

New discounts have been issued on barrel churns. The discount now in effect for Montreal, Kingston and Ottawa is 32½ per cent.

### Wringer Prices Withdrawn

Manufacturers of clothes wringers have withdrawn prices. New and higher



prices are shortly expected on wringers and washing machines.

#### Scales Going Up

Prices on scales of various kinds are now under revision, and higher prices will probably be issued towards the end of the month.

#### Ammunition Prices Withdrawn

Prices on Dominion and U.M.C. shot shells have been withdrawn. New discounts will be issued in the near future. Prices will be much higher than those quoted at present.

#### Escutcheon Pins Up

The discount of 15 per cent. on brass escutcheon pins has been withdrawn, and quotations are now net list.

#### Cast Iron Washers Withdrawn

Prices on cast iron washers have been withdrawn. Plate washers remain unchanged at prices shown in current market quotations.

#### Wood Handles Higher

New prices have been issued on some lines of wood handles. Second growth ash hay fork, manure fork, shovels, spade, hoe and rake handles are now 30 per cent. Extra ash are quoted at 40 per cent.; No. 1 ash at 45 per cent.; No. 3 hickory axe handles are advanced to \$1.60 list, making the net price \$1.01 doz., instead of 84c as formerly.

#### Booking for Fall

Travellers are now getting back from their vacations, and there has been an increased booking of orders for fall delivery. The unsatisfactory conditions in the labor market are reflected in the shortage of many lines, and there is a tendency to look for higher prices in several lines. There is a decided scarcity of water-power washing machines, and the market is practically bare at present. This condition is believed to be due to many manufacturers who would ordinarily be making these goods now being engaged in munitions work. There have been a few small shipments of electric irons received since last report, but the general situation is not much better. Several jobbers still report that they have been unable to get supplies for their customers.

Business generally still continues on the quiet side, reflecting the holiday period. From the country districts come reports that farmers are busy with the harvest, and, therefore, trade is light. In the city the dullness is put down to the absence of many people who are spending the warm weather season in the country. City retailers, however, state that sales of summer specialties, such as oil stoves, alcohol burners, cameras and camera supplies, flashlights, tennis goods and croquet sets, canoes and accessories, fishing tackle and similar lines, have been fully up to the average and in some cases better than usual.

#### Lead Pipe

Since the reduction announced last week in lead pipe there has been no further change, but the market is firmer than at last report. Lead pipe is quoted at \$12 and lead waste pipe at \$13 per 100 lbs.

#### Shortage of Iron Pipe

A shortage still prevails in several lines of iron pipe, especially 3 and 6-inch sizes. These latter are almost impossible to obtain at present. Tin sheets, tin plates and boiler tubes are also very scarce.

#### Wire Nails Advance 10c

The price of wire nails has been marked up 10c all round. For some time there had been predictions of an advance in nails owing to the strong position of the steel market, and it materialized late last week. The price is now \$3.85 base.

#### Tacks Go Up

An increase in the price of all sizes of tacks is announced. The discount is now 75 per cent. off list, instead of 75 per cent. and 10 per cent. off, as formerly.

#### Scarcity of Screws

A continued scarcity in many sizes of screws is reported, and there does not seem any immediate prospect of relief. With ammunition box manufacturers demanding huge quantities for their very necessary work, it is unlikely that there will be an improvement for some time to come.

#### Hinges Advance

Practically all the main lines of hinges have been advanced. Heavy strap and

heavy tee hinges are now quoted at 10 per cent. off, instead of 22½ off; light strap and light tee hinges are quoted 45 per cent. off, instead of 65 off, and all other butts are up about 10 per cent.

#### Saws Reduced

One of the largest manufacturers of saws and edge tools has reduced prices about 7½ per cent. This announcement came somewhat as a surprise, as these goods had been steadily advancing for the last two years.

#### Resin Advanced

An advance of 50c per 100 lbs. in resin went into effect this week. Quotations are now 4½c for small lots, and 4c for full casks.

#### Asbestos Wick Packing Higher

A considerable advance in this product was listed this week, the price now being 75c, whereas it formerly sold at 22½c.

#### Curry Combs Higher

Discounts on curry combs were altered this week, and the quotation is now 25 per cent. off, instead of 30 per cent. off as formerly.

#### Drills Higher

The discount on drills, which has been 50 per cent. off, is now changed to 45 per cent. off.

## TORONTO

**T**ORONTO, Aug. 17.—A large number of highly important price changes have taken place during the past week, and further changes are contemplated in the near future.

Considering the time of the year business is keeping up well and judging from fall bookings there is every indication of a marked improvement next month. The month of August is usually quiet and vacations affect the retail trade. Travellers however are again on the road and favorable reports are already coming in.

#### Freight Situation

The freight congestion in the local railway yards is becoming daily more acute and is causing considerable delay to shipments of all kinds. The trouble is caused by the shortage of freight handlers and the unavoidable employment of unsuitable labor. If the threatened strike in the States goes into effect shipments of goods from the U.S. will of course be tied up making conditions far worse than they are at present. Merchants are complaining about the delay in getting their goods having to wait from one to two weeks before the cars are unloaded.

#### Price Situation

The renewed strength in the steel market will no doubt affect many lines of hardware and advances may be looked for. This activity was to a large extent unexpected and will, in a way, upset calculations although, for other reasons, no material weakness was anticipated in prices of hardware this year. Recent developments have strengthened the mar-

ket and prices are very firm. The scarcity of skilled labor is more serious than ever and is not only adversely affecting the output of munitions but is curtailing production in practically every industry. As no serious effort has been made as yet to relieve the situation, conditions will no doubt become worse. Deliveries from manufacturers are getting more backward owing to the labor situation and difficulty in getting raw materials. The more important price changes this week include fence staples, white lead in oil, cast washers iron and steel, fence wire, barrel churns, handles, escutcheon pins. Prices on wringers and shot shells, have been withdrawn preparatory to an advance. A new price list is being prepared and will be issued in a few days. Prices of scales are also being revised upwards.

#### Metal Market Firmer

All metals are stronger this week, and there is an improved local demand. Buyers appear to have made up their minds that there is nothing to be gained by putting off buying. Stocks are low in consumers hands.

There is an insistent demand for iron and steel. The recent hot spells had a tendency to curtail production. With the advent of cooler weather production should be stimulated. Steel makers are again falling behind in their orders. The outlook for trade in Ontario during the coming fall is good at present. Western trade is uncertain owing to the crop situation. Tin has advanced locally 1½c per pound. Other metals including, copper, tin, spelter, antimony and aluminum are slightly firmer in tone



although local quotations are unchanged.

### Iron and Steel Firmer

Although easier conditions in the steel trade have been predicted, there is apparently little possibility of this taking place for some months, as there are now indications of considerable firmness in the market. This is evidenced by the recent advance in the States of \$2 per ton on steel bars and wire, and higher prices on billets. The increased strength in the market is further indicated by the big contract for shell steel amounting to 500,000 tons recently closed in the States by representatives of the Allies. No statement has been made, and perhaps will not be for some time to come, as to the extent Canadian mills will benefit by this new buying movement but it is fair to presume that they will get as much business as they are able to take care of. Production of steel in Canada this year will no doubt beat all previous records, and will probably run into well over one million tons. What may be termed ordinary business has been exceptionally good so far this month, considering the time of the year and owing to the otherwise industrial activity. With renewed strength in the market, prices are considerably firmer and indications point to still higher prices on some steel products. Steel and iron bars have already advanced 10c per 100 lbs. and it is fully expected that plates will be affected in the near future. Prices of boiler tubes are very firm. The demand in the primary market is very heavy and deliveries extend well over a year. Wrought iron pipe is also very firm and the skelp situation is unchanged.

The steel market in the United States is stronger due to heavy export demand even though domestic buying is light for the time being. The contract for shell steel which the Allies have placed in the States calls for 500,000 tons of material and includes billets, rounds and forgings, delivery to be completed by the end of July 1917. The prices range from \$40 to \$90 per ton according to quality of the steel making an average price of \$67.50 per ton. The market is very active and the general opinion of producers is that another buying movement has started. Many domestic consumers are said to have not covered their requirements for steel on business booked and shell steel, plates, bars, etc., are wanted in large quantities. These orders must eventually be placed which will tend to strengthen the market still further. The United States Steel Corporation reports unfilled tonnage on hand on July 31 at 9,593,592 tons, a decrease of 46,800 tons as compared with 9,640,458 tons on June 30.

### Pig Iron Unchanged

The situation in the pig iron market is unchanged and the consumption of steel making grades of iron continues exceptionally heavy. The production of pig iron in the first half of this year was 40 per cent. ahead of the production in the corresponding period of 1915, and

11 per cent. ahead of production in the last half of that year. It is predicted that the output for this year will exceed the high record of 1913. Hamilton No. 1 is quoted at \$24 and Victoria No. 1 at \$25 per ton.

### Old Materials

The market continues dull with little of interest to note. Prices remain steady and few changes of importance have been made. Heavy smelting steel is quiet although the demand continues heavy. Copper and brass scrap are firm and unchanged while quotations on both lead and zinc have a weaker tendency. Prices are shown in the current quotations.

### Copper Strong

Copper quotations continue nominal but the market is stronger on account of increased demand. It is reported that representatives of the Allies are negotiating for a large amount of copper with the leading U.S. producers for delivery over all of next year. There is practically no spot copper to be had and much of the production to the end of the year has been disposed of. The market has a strong undertone and higher prices are not unlikely local quotations are unchanged and nominal at 28½c per pound.

### Tin Advance

Although the market is higher in London, quotations in New York are unchanged. Large sellers are not pressing metal on the market while consumers are not displaying much interest in tin. Local quotations are higher at 43½c per pound.

### Spelter Steady

The market continues steady but the demand is light. Galvanizing interests have been buying fairly freely. Spelter is unchanged locally and is now quoted at 13c per pound.

### Lead Weak

Business has been quiet notwithstanding the recent reduction in price by the Trust to 6c New York. The outside market is a shade lower but there is some possibility of a reaction. Lead quotations are unchanged locally at 8¼c per pound.

### Antimony Unchanged

Prices are still nominal and the market continues weak. Antimony is unchanged locally and is quoted at 17c per pound.

### Aluminum Steady

The market is quiet but firm with quotations unchanged at 68c per pound.

### Solders Decline

Quotations have declined 1c per lb. following the lower prices on lead and tin. Prices are given in the current market quotations.

### Black and Galvanized Sheets

The sheet market continues irregular with prices firm and unchanged. The demand for blue annealed sheets in the primary market is unusually active but black sheets are quiet. Sheet bars continue very firm with the prospect of

higher prices, while production has fallen off due to the hot weather. The galvanized sheet market is unsettled but quotations are unchanged. Prices of galvanized sheets will probably remain at the present level for the remainder of the year, if they do not advance, owing to a possibility of a recovery in spelter due to heavier export business. Black sheets continue high in price and may advance while acids are also still very high. Prices on sheets are given in the current market quotations.

### The Plate Situation

The tin plate situation is getting tighter owing to increased demand and falling off in production due to the hot weather, the men being unable to work on this account. Deliveries are still very backward and stocks of tin plate locally are very low. The mills are endeavoring to limit consumers to six months contracts when books for 1917 season are opened. Prices which are very firm and unchanged are given in the current market quotations.

### Wrought Iron Pipe

The situation in the pipe market is unchanged and prices continue very firm. The heavy demand in the States for pipe is affecting the skelp situation and supplies of this material are still scarce and deliveries as backward as ever. Prevailing prices on standard wrought iron pipe are given in the current market quotations.

### Boiler Tubes Scarce

The demand for boiler tubes in the primary market is unprecedented. The mills are filled with business and deliveries extend well over a year. The situation is thus very firm and higher prices are probable. Prices on lap-welded tubes are given in the current market quotations.

### Plates Very Firm

Increased strength has developed in the primary market owing to an advance of \$2 per ton by a leading interest. Shipbuilders are buying large tonnages while specifications from other consumers are also heavy. Prices are given in the current market quotations.

### Wire Nails Firm

The market is very firm at the advance of 10c per keg, announced last week. This advance was anticipated in view of the higher prices in the States and continued high cost of wire rods. There is an unusually heavy demand for rod material but prices have not changed. Wire nails are quoted at \$3.80 per keg base and cut nails at \$3.40 per keg base. A new manufacturer of wire nails is about to start operations.

### Wire Products Firm

The market has developed considerable firmness following the recent advance of \$2 per ton in the States and a similar movement in the local market is quite possible. There has recently been some improvement in the domestic demand but the bulk of the business is still for export. Although spelter is lower it is not all likely that galvan-



ized wire products will decline owing to the continued high cost of other raw materials. Prevailing prices on wire products are given in the current market quotations.

#### Scales to Advance

An adjustment in prices of scales is under consideration and a revised list may be issued about the end of this month. The new list will most probably show a higher range of prices due to the increase in cost of production. Prevailing discounts are given in the current market quotations.

#### Stove Bookings Good

Fall bookings for stoves and ranges have been very good this season, much better than last year. While manufacturers do not anticipate having much trouble in filling orders already booked it is quite possible that if repeat orders are at all heavy or even normal late in the fall, they will probably be unable to take care of all the extra business owing to the serious shortage of skilled labor and materials, particularly the former. Oil stoves are still moving out in good volume while furnaces are also in good demand.

#### Fence Staples Advance

An advance of 10c per 100 lbs. has been made in both bright and galvanized fence staples, which are now quoted as follows:—Bright fence staples in 25-lb. boxes, \$4.30, and in 100-lb. kegs, \$4.05 per 100 lbs. Galvanized staples in 25-lb. boxes, \$5.15, and in 100-lb. kegs, \$4.90 per 100 lbs.

#### Barrel Churns New Discounts

An advance has been made in barrel churns, and the following new discounts are now in effect: F.o.b. Toronto, Hamilton, London, St. Mary's and Fergus, 35 per cent.; f.o.b. Ottawa, Kingston and Montreal 32½ per cent. Out of stock, St. John, N.B., 30 per cent.

#### Wood Handles

The following new discounts and higher prices have been issued on wood handles:

Boys' axe handles, extra, 28 in., \$2.50 per doz.

No. 1 do., 28 in., \$2 per doz.

No. 2 do., 28 in., \$1.60 per doz.

Maple do., 28 in., \$1.75 per doz.

Ash do., 28 in., \$1.90 per doz.

Prospectors', miners' and drift pick handles, 32 in., \$3.20; same line, 34 in. and 36 in., \$3.40 per doz.

Manure fork handles, short D No. 1, \$3.60 per doz.

Hickory pick handles, No. 1, \$3 per doz.

Do. No. 2, \$1.75 per doz.

Hickory axe handles, No. 3, 30 in. to 36 in., \$1.60 per doz.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30 per cent. Same lines, extra quality, 40 per cent.; and No. 1 quality, 45 per cent. Discounts on other lines of wood handles are given in the current market quotations.

#### Cotton Waste

The demand for cotton waste continues heavy and manufacturers have

some difficulty in supplying the quantities required owing to shortage of labor. Considerable delay is being experienced in getting raw material, which is also high in price. Prevailing prices on cotton and wool waste are given in the current paint market quotations.

#### Cordage Market

Owing to unfavorable weather in Italy, the hemp crop will be light and also of poor quality. Shipments of hemp from Italy are still being restricted; prices of Italian rope are thus very firm. The sisal situation is unchanged, and supplies are coming forward slowly from Yucatan. Quotations on sisal rope and clothes lines are firm and unchanged. The Manila market is quiet and steady, with better quality fibre in good demand. Manufacturers have been holding off, as their supplies are fairly liberal for the current operations. Prices of various lines of cordage are given in the current market quotations.

#### Wringer Prices Withdrawn

All prices on wringers have been withdrawn temporarily. A revised list is being prepared, and will be issued shortly. The new prices will be higher. It is expected.

#### Washers Withdrawn

All prices on cast iron washers have

been withdrawn pending the publication of a new list. Plate washers are unchanged at 25 per cent. discount.

#### Escutcheon Pins Up

Makers of brass escutcheon pins have advanced prices, which are now net list, as against 15 per cent. off formerly.

#### Lead Pipe Unchanged

Prices of lead pipe are unchanged, but they have a weak tendency, due to the weakness in pig lead. The demand continues light. Lead pipe is quoted at \$12, and waste pipe at \$13 per 100 lbs. The discount on traps and bends is 10 per cent.

#### Kitchen Utensils

A good and steady demand is reported on all lines of wares, and prices are being well maintained. Although spelter has declined, there appears to be little possibility of prices of galvanized ware being reduced, as other raw materials are still high, and in most cases scarce. Enameling iron is particularly hard to obtain, which will tend to stiffen prices on all enameled wares. The scarcity of skilled labor is also adversely affecting the situation, and manufacturers are getting behind on deliveries. Prices on many lines of ware are given in the current market quotations.

## LONDON

LONDON, Ont., Aug. 17.—Many important price changes have taken place during the week. Some have followed the advances reported in the Toronto and Montreal reports of last week. Business during the week has been good. Fall goods are beginning to move. Stove orders and other lines are being rushed forward in time for retailers exhibits at the Western Fair. Summer stocks have been disposed of in a very satisfactory manner and the outlook for fall trade is exceptionally bright.

#### Wire Nails Higher.

An advance of 10 cents per keg has taken place in wire nails followed the \$2 per ton advance in the price of wire products referred to in previous issues of Hardware and Metal. The market is firm and quotations are now \$3.80 per keg for wire nails. Cut nails remain unchanged at \$3.40 base.

#### Iron and Steel Higher

Bar iron and steel has advanced 15c per 100 lbs. following recent developments in the States. Prices locally are now: bar iron, \$3.15 base; bar steel, \$3.30 base.

#### Thumb Latches Higher

Steel thumb latches have advanced again. Supplies are scarce. No. 2 is quoted at \$1.15 dozen; No. 3 at \$1.50 dozen.

#### Fence Wire Up.

Fence wire with the exception of barb, has advanced 20c per 100 lbs., new prices are as follows:—No. 9 plain galvanized, \$3.90 per 100 lbs.; No. 12, \$4.05 per 100 lbs.; No. 13, \$4.15 per 100

lbs.; No. 9 coil spring, \$3.95; barb \$4.25 per 100 lbs.

#### Churns Higher

Revolving barrel churns have advanced and the new discount is 35 per cent. instead of 37½ as formerly. The new local net prices are as follows:—No. 0, \$5.85; No. 1, \$5.85; No. 2 \$6.50; No. 3, \$7.15; No. 4, \$8.45; No. 5, \$10.40. Discounts at other points are Toronto, Hamilton, London, St. Marys, 35 per cent.; Ottawa, Kingston, Montreal, 32½ per cent.; St. John, N.B., 30 per cent.

#### Tacks and Capped Goods Higher

Following the announcement in last week's issue tacks and capped goods prices have been issued and show an advance of 10 per cent. The new discount is 75 per cent. Net prices on some of the most popular sellers are as follows:—

Blued carpet 6 oz., 40 cents dozen; 8 oz., 50 cents dozen; 10 oz., 60 cents dozen; 12 oz., 70 cents dozen.

Tinned Carpet, 6 oz., 47 cents dozen; 8 oz., 59 cents dozen; 10 oz., 72 cents dozen; 12 oz., 84 cents dozen.

Cut Tacks, per dozen: 3oz. 26 cents; 4 oz., 33 cents; 6 oz., 42 cents; 8 oz., 53 cents; 10 oz., 64 cents; 12 oz., 75 cents; 14 oz., 87c; 16 oz., 99c.

The new shoe findings list appeared in last weeks issue of Hardware and Metal.

#### Handles Advanced

New prices have been issued on some lines of handles. Second growth ash, hay fork, manure fork, shovel, spade, hoe or rake handles are now quoted at 30 per cent. off list. Extra ash handles are quoted at 40 per cent. off; No. 1 ash at 45 per cent. off. No. 3 hickory



axe handles are quoted at a new price of \$1.01 doz. net instead of 84c dozen as formerly.

#### White Lead Down

As has been predicted by Hardware and Metal for some weeks past, white lead in oil has declined 50c per 100 lbs. The new price is \$13.45 per 100 lbs. in ton lots and \$13.75 in less than ton lots. The market is firm at the new prices.

#### Oil Unchanged

No change has taken place on linseed oil since the advances noted last week. The demand is only fair, and price shading is in evidence in some quarters. The ruling quotations are:—

	Raw.	Boiled.
1 to 2 barrels .....	90c	93c
3 to 5 barrels .....	89c	92c
6 to 9 barrels .....	87c	90c

Turpentine is firm and unchanged at 68c per gallon for single barrels; 68c in 2 to 4 bbl. lots and 76c in 5 gal. lots.

#### Rope Firm

Quotations on rope remain firm. There is a good seasonable demand for hay fork rope, although the big rush is over. Quotations follow:—

Pure Manila .....	22½c lb. basis
British Manila .....	18c lb. basis
African Hemp .....	18c lb. basis
Sisal .....	15½c lb. basis

## WINNIPEG

**W**INNIPEG, Aug. 17. — Business which has been very good from outside points throughout the summer is showing increased activity and all the jobbers report that business will exceed that of last year if present rate of increase continues.

#### Conditions Improving

There is no doubt that reports of hail and rust from various districts may curtail the amount of business done in the areas affected, but they are not sufficiently numerous as yet to cause any alarm. From the way in which market conditions are improving and the prospects of high prices seem bright, there should be as much money in the country as in days of greater yields but smaller prices.

#### Labor Conditions Acute

Labor conditions are somewhat acute in some districts but with about 12000 to 15000 soldiers to relieve matters, this problem should not assume untold difficulties. The actual harvesting of the crop may take somewhat longer but not sufficient to work out any great hardships.

#### Markets Firm

Prices for the week do not show any great variation, markets holding firm in all lines with the demand normal according to the season.

#### Oil Advanced

Linseed oil has taken an advance of five cents a gallon and the unsteadiness of the flax market which shows a tendency to further rises in prices may

#### Lanterns Moving.

There is a good demand for lanterns at the new prices recently announced by Hardware and Metal. Cold blast and short globe lanterns are quoted at \$8, dozen; globes are quoted at 65c dozen for short patterns and 60c for cold blast, with usual allowances for quantities.

#### Glass Is Firmer

The demand for glass is improving and an advance in price will probably take place almost immediately. Quotations at the time of writing are single diamond 30 per cent.; double 30 per cent.; cut lights 50-5 per cent.

#### Advances to Come

Quotations on clothes wringers have been withdrawn by manufacturers. It is expected that new and higher prices will shortly be quoted on washing machines, wringers and scales.

#### Staples and Hooks Higher

An advance of 10 cents per 100 lbs. has taken place in fence staples and hooks. New quotations are as follows:

Fence staples, galvanized, 100 lb. kegs, \$4.90; 25 lb. boxes, \$5.15; bright, 100 lb. kegs, \$4.05; 25 lb. boxes, \$4.30; hooks, 100 lb. kegs, \$4.90; 25 lb. boxes, \$5.15.

mean that linseed oil will go still higher. This line has always enjoyed an abnormal share of price fluctuation and with the harvesting of another crop in progress, similar conditions are again likely to exist. Reports on this year's crop are none too promising at present but whether this is merely "ticker talk" or an actual condition cannot be determined for some little time yet.

Present prices on oil are as follows:

Raw \$1.00 per gal. (bbl. lots)
Boiled \$1.03 per gal. (bbl. lots)

#### Rope Higher

Another advance has been recorded in the quotations on rope and relief from this condition of high prices does not seem to be in sight as yet. Labor conditions are unsettled and the question of transportation enters very largely into the question of price to-day. The lines to show an advance are:

British Manila .....	19c per lb. base
African Hemp .....	19c per lb. base
Pure Manila .....	24c per lb. base
Lath Yarn .....	16½c per lb. base

#### Stove Trade Good

The outlook for good business this year in stoves, ranges and furnaces seems exceptionally bright. Booked orders for fall shipment indicate that merchants are going to go after this business aggressively and with a good paying crop, there is no reason why the results in total sales should not be excellent.

It has been stated that there may be some difficulty filling orders this year

owing to the shortage of labor in the East where most of the manufacturing is done. Manufacturers are putting forth every effort to fill their orders complete and promptly but whether they will be able to cope with the situation is still a question. It should be advisable for retailers to cover for their requirements now, if they have not already done so.

#### Steel Market Firm

The strength of the steel market is fully shown in prices which are now being quoted on various lines of steel butts and light tee and strap hinges. By looking over the discounts on these items as given below, it will be seen that a considerable advance has been recorded. No advice of further advances in other lines of hinges is to hand as yet. The latest discounts we now have are:

Light Strap Hinges, 35 per cent.; Light Tee Hinges, 35 per cent.; Butts, No. 838, 35 per cent.; No. 800, 25 per cent.; No. 840, 45 per cent.; No. 804, 45 per cent.

#### Pulley Blocks Higher

Quotations now being made on wood pulley blocks show that a discount of 40 per cent. is the best available.

#### Metals Firm

The market continues strong and quotations are unchanged for various lines of wire products.

Spelter still remains firm and the present low price will probably have its effect in keeping quotations on galvanized materials at their present basis at least, if no decreases are recorded.

#### Gasoline Lower

Prices on gasoline have been revised and quotations to-day on Printer's Naphtha are 33c per gal. The demand from the warring nations has decreased considerably, permitting the manufacturers to get caught up with their orders and it is not expected high prices will prevail again this season.



### EXPORTING KITCHEN CABINETS

The Stratford Manufacturing Company, manufacturers of step and extension ladders, is bending efforts towards capturing some of the export business. They recently made a shipment of kitchen cabinets to South Africa. "We expect to do a big business there and also in England," states this firm. "At the present time they are represented in England, and as soon as the embargo on such goods manufactured by them is lifted they expect to do some nice business there. Frederic Sara, of Calgary, Western Canada representative, visited the company's factory in the East recently. He also made calls on G. L. Griffith & Son, Stratford; J. H. Still Company, St. Thomas; and the Peterboro Lock Company, Peterboro.



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, Aug. 17.—The feature of the paint market this week was the long expected decline in white lead of 50c a ton, and which owing to the fact that it exceeded the decline in the metal has left the market in a slightly firmer condition than it has experienced for some time past. Following a general decline in gasoline in the States there has been a drop of 1c here. Linseed oil has advanced another 3c after a short period of uncertainty in which prices fluctuated violently. The general condition of the market is one of additional firmness but still contains some elements of an opposite nature. Prices in turpentine and glass are unchanged but an advance in the latter is scheduled by large distributors to go into effect as soon as their present stocks are exhausted as manufacturers' prices have advanced considerably in the interval since they bought. Prices for arsenate of lead, red lead and dry colors remain unchanged. It was thought in some quarters that part of the Deutschland cargo might possibly reach the paint trade but this has not occurred and the entire cargo appears to have been absorbed by the textile industry.

### Paint Prices

Prices in general paint lines continue to be unchanged and there has been no tendency toward reflection of the movement in white lead chiefly owing to the fact that the latter advanced after paint prices were made last spring so that mixed paint prices have been for some time on a low basis in proportion to lead. It is expected that present prices will continue to rule until October when the existing situation will then determine the direction they will take for the spring booking. At present the undertone is firm on the basis of an improved demand for the time of year the prospects of an active business this Fall and most important of all the firmness of most of the raw materials and an aggravated labor situation. In this connection it is notable that lead is the only raw material entering into the manufacture of mixed paints that has developed an easy feeling and in some well informed quarters it is thought that this is only a temporary condition. In corroboration of this fact it is pointed out that in the States there has been no decline in oil or white lead although the metal has dropped off. And on the

other hand, oil continues to maintain its firmness with every fresh advance.

### Improved Conditions

General conditions in the trade continue to show improvement. There is a notable and complete lack of complaints. The conditions ruling vary from one of the usual amounts of business at this time of year to one greatly in excess of it. One large firm announces that August business up to the 10th exceeds the August totals for the two previous years. This firm has not withdrawn its travellers at all as they continue to send in healthy orders. In most cases however travellers are still off the road and are expected back from their holidays at the end of this week. South American governments are mentioned as sending in enquiries for large amounts of white lead and colors and a definite movement toward an export trade appears to be under way.

### Linseed Oil Higher

Linseed oil has advanced another 3c and is now on a basis of 90c and 93c for raw and boiled respectively. The market has fluctuated violently in the past week both in the case of seed to grinders, oil to distributors and resale price to the trade. The final and most noticeable result has been a further narrowing of the wide range of prices previously quoted so that there is practically no variation in quoted prices today. The lowest price quoted is for immediate shipment only and is not general to the trade. The undertone of the market is one of additional firmness with bullish tendencies in some quarters. Evidences of weakness are apparent to some extent, however, in the contradictory crop reports that continue to come to hand and upset previous calculations on the part of buyers.

Following the advance of last week there was a temporary decline in actual prices which existed side by side with a strong undertone that later materialized into a range of prices that in some cases reached a basis of 90c to 93c for raw and boiled respectively before settling down to the figures quoted for to-day. This movement followed Monday's price of 90c from the grinders which was later dropped 3c in sympathy with, the changing seed prices. The undertone is decidedly firm but conservative opinion looks upon the present condition as highly speculative and as likely to continue so until the new crop is harvested. It is pointed out that until that time the present estimates of the crop that are

based on reports of acreage are still dependent on other factors for final confirmation as the crop is liable to injury in a variety of ways until it is actually cut or on the way to the elevators. A comparison of prices for a number of years back establishes the fact that the low average for the year is reached between Oct. 15 and Nov. 15 at which time this first definite estimate is possible. Prices are as follows:

	Raw.	Boiled.
1 to 2 barrels ....	87½c-90c	90½c-93c
3 to 5 barrels ....	86½c-89c	89½c-92c
6 to 9 barrels ....	85½c-88c	88½c-91c

### White Lead Declines 50c

As anticipated for some time past and as predicted by Hardware and Metal several times of late, white lead in oil has declined in line with the weakness of the metal, and is now \$13.60 a 100 lb. for less than ton lots and \$13.30 for ton lots. Some surprise is manifested at the amount of the decline as it is felt that the drop is greater than the 35c decline in the raw warranted. This feeling gives strength to the slight undertone of firmness that has crept into the situation coincident with the decline. In some quarters the opinion is expressed that the weakness in the metal market may only be a temporary one and in confirmation of this supposition it is pointed out that white lead and oil maintained their position in the States in the face of the metal decline.

### Turps Unchanged

Prices for turpentine continue unchanged at 70c for the most part and with firmness well maintained on a fairly active market that is without any outstanding features. A shortage of tonnage continues to be the chief concern at primary points and the effect, on the market of the formation of the new company recently reported there is awaited with considerable interest.

### Paris Green Unchanged

Prices remain unchanged and are as per current quotations. The market continues to be quiet and without any outstanding features in keeping with the general situation of lessened demand on the one hand and shortage of supplies on the other.

### Glass Firmer

Prices remain unchanged and are as per current quotations but an undertone of strength is making itself felt in the market and advances are scheduled as soon as present supplies in the hands of large distributors have become exhausted. Deliveries are still being made on the basis of old contract prices but



when the necessity for restocking at the existing prices of manufacturers occurs the effect will be felt at once in the prices quoted to the trade.

#### Gasoline Down 1c

Following a decline in the crude in the United States gasoline declined 1c a gallon locally and barrel lots are quot-

ed at 32c, drums 29c and tank wagon 28½c a gallon. The decline has made no appreciable difference in local demand or other factors of importance and the further developments of the American market are awaited for some indication of the probable developments here.

## TORONTO

**T**ORONTO, Ont., Aug. 17.—There have been some interesting developments in the paint market this week, the more important being a decline in white lead and an advance in sheet glass. Both these changes have been anticipated in these columns, so the trade will not be altogether taken by surprise. The sharp fluctuations in flax seed quotations have also been the subject of considerable interest in the linseed oil market, but have not affected prices. An advance has taken place in the price of whiting. This material is very scarce, and very small quantities are coming over from England, although some cheaper grades are being imported from the States. Gasoline has declined following a series of declines in crude oil, but the demand continues exceptionally heavy. Benzine has also declined, but lubricating and coal oils are unchanged. There has been no change in prices of ready mixed paints, varnishes and shellacs. The trade is seasonably quiet.

#### Linseed Oil Strong

The flax seed market has exhibited great activity during the week, and quotations have fluctuated considerably. This has apparently been caused by the variable crop reports, which in some cases predict a lighter yield than last year. Prices of linseed oil, however, have not been affected, although the market is stronger, and there is some possibility of higher prices. Prices of oil are unchanged from last week, and are as follows, with the higher quotations more generally heard:

	Raw.	Boiled.
1 to 2 bbls. ....	87c-90c	90c-93c
3 to 5 bbls. ....	86c-89c	89c-92c
6 to 9 bbls. ....	85c-88c	88c-91c

#### LINSEED OIL PRICES GO DOWNWARD

Just before Hardware and Metal went on the press a large dealer in oil announced a decline of 3 cents per gallon. This was due to the decline in seed prices. The new price is:

	Raw.	Boiled.
1-2 bbls. ....	84c	87c
3-5 bbls. ....	83c	86c
6-9 bbls. ....	82c	85c

#### Turpentine Steady

The market is steady here, and also in the South, with quotations unchanged. Indications are that the market will continue to hold firmly at the present levels, with higher values as the season draws toward the end. Half the turpentine crop is about in, and it is realized that it shows hardly more than 15 per cent. increase, whereas it has been generally estimated that the increase would

be 20 to 25 per cent. The demand locally continues light, with buying largely hand-to-mouth. The following prices are being quoted for turpentine in Toronto: 1-barrel lots, 69c; 2 to 4-barrel lots, 67c, and 5-gallon lots, 77c per Imperial gallon.

#### White Lead Declines

Owing to the weakness which has prevailed in the pig lead market for some weeks, Hardware and Metal has on more than one occasion recently predicted lower prices for white lead in oil. This has now materialized, and quotations have declined 50c per 100 lbs., making a new price of \$13.45 per 100 lbs., in ton lots and \$13.75 for less than ton lots.

#### Sheet Glass Advances

Higher prices on sheet glass have been predicted in Hardware and Metal recently, based on the general situation in the States. The discount is now 25 per cent. as against 30 per cent. formerly, and is on boxes up to and including 50 cases. The discount applies to all Ontario west of Port Hope, and includes that point. Manufacturers in the States have been raising their prices on glass, until the dealer here has had his profits reduced to a very small margin. For this reason some step had to be taken, with the above result. Although prices of plate glass have advanced in the States, no change has so far been made locally, and it is doubtful if any change will be made in the immediate future owing to slow demand and comparatively good stocks. Discounts are given in the current paint market quotations.

#### Gasoline Lower

The price of gasoline has been reduced 1c a gallon following a series of declines in crude oil, amounting to 25c per barrel in the States, while Canadian crude has also declined. Quotations on lubricating and coal oils have not been affected, but benzine has declined 1c per gallon. The new prices are 31c for gasoline and 30½c per gallon for benzine. Further declines in gasoline are not improbable.

#### Whiting Advances

Higher prices have been announced on English whiting on account of increase in cost and scarcity of supplies; in fact, there is practically no whiting coming in now. New prices are given in the current paint market quotations.

### FALL PAINT TRADE WILL BE WHAT YOU MAKE IT.

(Continued from page 132)

merchant or window trimmer how many sales are made.

Considered solely from the point of

the amount of floor space, the window occupies at so much rent each year, so much expense for lighting, so much for time spent in decorating it, there are many stores where the windows are not earning their keep. Instead of being one of the biggest assets the business has, it is more a detriment than anything else.

An occasional person is heard to say, that's all very well for a jewelry store, but what can you do with a hardware store? Just an ordinary amount of commonsense combined with an hour's solid thought would reveal the possibilities of the hardware store, it has so many lines of seasonable goods which can be made to attract the eye.

The fall painting and decorating season is fast approaching. The window trimmer will have an opportunity of preparing one or more paint window displays.

#### A Few Suggestions

Instead of putting, say, a dozen tins of paint in the window, with a brush laid on the top of each can, show the results that may be obtained from these tins of paint and these brushes. Show the different color schemes for interior and exterior work, with some wall board and paneling strips give an idea of what results may be obtained from different combinations.

#### Display Schemes

If there is anyone with ordinary carpenter ability around the store all sorts of effective display schemes could be carried out. A couple of small squares of hardware flooring could be made up, similar to those used in stores for demonstration purposes, and nicely finished with wax. A display of floor wax could be made, illustrated in a practical way by the finished squares; or a small piece of furniture could be finished with a wood stain, and attention called to this piece in a display of stains.

#### Show What Can Be Done

The point in this, whenever possible show the customer just what can be done with whatever line is being displayed. Instead of the cans of paint or stain with a color card to show the different shades, demonstrate in a practical way just what can be done with them, so the customer will say: "I can do my furniture like that," or "I can have my living room decorated to look just like that."

#### Don't Waste Advertising Matter

Another point to remember is this, do not waste the advertising helps supplied by the manufacturers. It is nothing short of crime the way some retailers waste the window displays and other advertising matter supplied by the manufacturer. Advertising matter—especially paint advertising matter—costs a pile of money, but if properly used will pay handsome dividends.



# Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

## ALUMINUM

Ingot, 99% pure, lb. .... 66  
Pattern, lb. .... 61  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, advance 2½%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½%; Arrow, 20%. Ball caps, B.B. Caps, \$3.05 per M. net; C. B. Caps, \$2.90 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net. Above prices withdrawn. New prices to be issued shortly.

"Dominion" B.B. Caps, \$3 per M. net; C. B. Caps, \$2.60 per M. net; 22 short, black, 20%; 22 short smokeless, 30%; 22 long, black, 20%; 22 long smokeless, 20%; 22 long rifle, black, 7½%; 22 long, rifle, smokeless, 7½%; other R.F. ball, 10%; R.F. shot, 10%; centre fire pistol, list plus 55%; C.F. sporting, list plus 60%; shot cartridges, same as ball; empty shot shells, 5%; blanks, add 25%; bullets, 40%; Primers, \$2.70 per M. net; brass shot shells, withdrawn; "Winchester" B.B. Caps, \$3.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net. Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 2S ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

"Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—Sin., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iland made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 25  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25  
Double bit ..... 11 00  
Hunters' Axes ..... 5 50  
"Boy's" Axes ..... 6 25  
Bench Axes, Samson

No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb. Thomas Robertson & Co. Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.

Hovt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c. Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

BENZINE Montreal Toronto Single bbls., gal. 0 31½ 0 30½ Drums, gal. .... 0 28½ 0 27

## BOLTS AND NUTS

Carriage Bolts (\$1), list, 3% in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, ¾ in. dia. and smaller, 40%. Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 30%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%. Skein Bolts, 45%. Square Head Blank Bolts, 30%.

Bolt Ends, 30%. Plow Bolts, 30%. Elevator Bolts, 30%. Fancy Head Bolts, 25%.

Shaft Bolts (\$3 list), 25%. Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%. Nuts, square, 2c off list. Nuts, hexagon, 2c off list.

Stove Rods, per lb., 8c. Stove Bolts, 62½%. Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 09½

## BRASS

Per lb. Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60 Rods, base ½ to 1 in. round 0 55

Tubing, seamless base ..... 0 55  
Tubing, iron pipe size, 1 in. base ..... 0 50  
Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Rasswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%. Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc Per doz.

Pony ..... \$1 75  
Crown ..... 3 55  
Dandy ..... 3 75  
Improved Globe ..... 2 65  
Standard Globe ..... 2 75  
Neptune ..... 2 75  
Original Globe ..... 3 00  
Newmarket King ..... 4 25  
Victor (Glass) ..... 4 25  
Jubilee ..... 4 25  
Diamond King (Glass) ..... 4 50  
Western King (Enamel) ..... 4 25  
Beaver, brass ..... 6 00  
Wood, double faced ..... 1 25  
Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. 16 13  
Weighted, 20 lbs., per doz. 18 50  
Weighted, 25 lbs., per doz. 22 32

## BUTTS

No. 804, 55%; No. 840, 50, 5%; No. 800, 35%; No. 838, 40 and 5%; No. 842, 45 and 5%.

## CANS

Milk factory cans, 15%. Cream cans, 20%. Railway cans, 20, 5%.

## CANS

Milk factory cans, 15%. Cream cans, 20%. Railway cans, 20, 5%.

Send delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%. Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots ..... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto, 1 50 1 50  
White Bros. English, 2 00 2 05  
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 ..... 23 00 28 00  
Fire brick, English, 17 00 21 00  
Fire brick, Mm., low 23 00 25 00  
Fire clay, 2½-lb. tins, doz. 1 25

## CEMENT (FURNACE)

1½ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04

## CEMENT, ROOFING

Per gal. Roofing cement (in bbls.) ..... 0 29  
Cement (in 5 and 10 gals.) ..... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross ..... 0 65 0 80  
Carpenters' lead pen-cils, per gross ..... 2 40 6 75  
Crayons, per gross ..... 0 20  
Carpenter, white, gr. .... 0 65  
Carpenter, blue, gr. .... 0 80  
Carpenter, red, gr. .... 0 80

## CHISELS

Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50  
Common cold, ½, \$1.35; ¾, \$2; 1, \$2.75; ¾, \$3; 1, \$4.

Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.80; ¾, \$6.70; ¾, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB 3-16 in., \$9.25; ¼ in., \$6.75; 5-16 in., \$5.25; ¾ in., \$4.50; 7-16 in., \$4; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs. Steel Jack, 15% net. Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Pergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

## CHOPPERS, FOOD

Universal No. 0 ..... \$12.00 doz.  
1 ..... 12.50 doz.  
2 ..... 16.20 doz.  
3 ..... 23.40 doz.

## COPPER

Montreal Toronto Casting ingot, see weekly report Bars, ½ to 2 in. .... 46 50 46 00  
Plain sheets, 14 oz., 14x28 in., 14x60 in. 45 00 45 00  
Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00  
Copper sheet, planished, 14x60 base, 57 00 57 00  
Braziers' in sheets, 6x4 base ..... 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$1; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Montreal Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30  
Galvanized

## CHARCOAL

18x24x52 ..... 6 25 6 25 6 50  
60 ..... 6 50 6 50 6 75  
20x28x47 ..... 6 75 6 75 7 00  
20x28x94 ..... 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous—Per box IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25

Raven and Murex Grades—IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00

## "Allaway's Best" Standard

Quality. IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade—I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

## COKE, BRIGHT

Bessemer Steel—10x14x20 base ..... 6 50  
20x28 double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

## CROWBARS, 4 to 4½c per lb.

## DRILLS

Bit Stock Drills, 50%. Wood Drills, 20%. Straight Shank Drills, 45%.



# "DOMINION CROWN BEST" — DOUBLE-COATED TISSUE.

I C, 14 x 20 base...	7 00	7 00
I X, 14 x 20 base...	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

# FILES AND RASPS. Per cent.

Great Western, American...	.65	10
Kearney & Foot, Arcade...	.65	10
J. Barton Smith Eagle...	.65	10
Disston Brand	.65	10
McClellan Globe	.65	10
Black Diamond	.65	10
Delta Files	.60	10
Nicholson	.55	10
Globe	.65	10
Vulcan Brand	.65	10

# FITTINGS (IRON PIPE)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.		
London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.		

# FIXTURES, STALL. Doz.

Hollow and pressed steel...	0 81	
Solid	1 20	
Special Stall Fixture, 40%.		

# FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00	
Size glass, 5 x 7	1 25	
Size glass, 6 x 9	1 60	
Size glass, 7 x 9	1 75	
Size glass, 8 x 10	2 00	
Size glass, 9 x 12	2 60	
Size glass, 10 x 14	3 10	
Size glass, 10 x 17	3 75	

# GASOLINE. Montreal.

Barrels	0 32	
Drums	0 29	
Tank wagon	0 28½	

# GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 45	
Smaller sizes	1 25	
Mounted No. 115, each	3 75	
3i-Treadle, each	4 25	

# HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in.	\$ 7 75	
Russet rope shank, 1¼ in.	9 25	
Black rope shank, 1 in.	8 00	
Black rope shank, 1¼ in.	9 40	
Hand sewn, no shank, 1 in.	11 50	
Hand sewn, no shank, 1¼ in.	13 00	
Hand sewn, with shank, 1 in.	14 75	
Hand sewn, with shank, 1¼ in.	16 25	

# HALTERS (SISAL) 7-16 in. gross, \$15; ½ in., \$18; ¾ in., \$21.

# HAMMERS, SLEDGE Can., 5 lbs. and over, cwt. 10 00

Masons, 5 lbs. and over, per cwt.	12 00	
Napping, up to 2 lbs.	0 13½	

# HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	1 01	
Axe, No. 1 hickory, doz.	2 14	
Axe, 2nd growth, doz.	3 00	

# Extra quality, 40 per cent.

All second growth hickory handles, 40%.		
All pick handles (all kinds), 35%.		
All other hickory handles, 37%.		
All ash and maple axe handles, 40%.		

# All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.		
All doubletrees and eveners, 25%.		
All hickory cant hooks and peevles changed to 25%.		
All maple cant hooks and peevles changed to 35%.		

# Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

# Boys' axe handles, 28 in., extra, \$2.50; No. 1, \$2; No. 2, \$1.60; maple, \$1.75; ash, \$1.90 per dozen.

Prospectors, miners and drift pick handles, 22 in., \$3.20; 34 in. and 36 in., \$3.40 per dozen.		
Manure fork handles, short, \$3.60 per dozen.		

# Hickory pick handles, No. 1, \$3, and No. 2, \$1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., \$1.60 per dozen.		
All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.		

# LARGERS, BARN & PARLOR

Stearns, wood track, Special, Zenith	9 00	
Atlas, steel covered..	\$5 25	6 60
Perfect, No. 1	8 50	
Perfect, No. 1½	9 50	
Perfect, No. 2	10 00	
New Milo, flexible, doz.	6 50	
Steel King Hangers, doz. sets	6 40	

# Storm King and safe-ty hangers, doz.

Storm King rail	4 70	
Crown	4 85	
Crescent	7 25	
Sovereign	6 50	

# Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	\$ 3 25	
Steel track, 1¼ in.	5 75	

# HATCHETS. Samson Samson Per doz. Shingle Claw

No. 1	7 20	8 25
No. 2	7 80	8 50

# HINGES, TEE AND STRAP Net Prices.

Heavy	Strap	Tee
4-inch	\$1 70	\$1 35
5-inch	2 05	1 80
6-inch	2 25	2 00
8-inch	3 05	2 30
10-inch	5 40	4 15
12-inch	6 70	6 55
14-inch	7 65	6 65

# Light.

2 in., doz. prs.	0 55	0 55
4 ins. doz. prs.	0 66	0 61
5 in., doz. prs.	0 77	0 72
6 in., doz. prs.	0 93	0 83
8 in., doz. prs.	1 38	1 00
10 in., doz. prs.	1 92	1 30

# Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	6 00	
Over 14 in., per 100 lbs.	5 25	
Larger	4 60	

# Extra hooks for above, ¾ in., per lb.

Extra hooks for above, ¾ in., per lb.	7	
Extra hooks for above, ¾ in., per lb.	6 ¾	
Crate hinges and back flaps, 65 and 5%.		

# Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.		
Spring, per gross—No. 5, \$18 00; No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.		

# "Chicago hold back screen door" iron, gross, 12%.

Chicago spring hinges, 15%.		
Triplex spring hinges, 40%.		
Chicago surface door (6,000).		

# Garden City fire house hinges, 12¼%.

"Chief" floor hinge, 50%.		
HOES, Grub, 3½-lb., \$4.55 doz.		

# HOOKS, CORN. Creclone, doz.

Hoes, corn, doz.	5 40	
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# HOOKS, GRASS. English Canadian Fox

No. 2, per doz.	2 15	2 75
No. 3, per doz.	2 25	3 20
No. 4, per doz.	2 35	3 60
No. 5, per doz.	2 55	

# HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all		
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# sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.		
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# HOSE, LAWN.

Corrugated, ½ in., ft.	0 12	
Corrugated, ¾ in., ft.	0 16	
Corrugated, 1 in., ft.	0 22	

# Less 5% for full reels, 500 ft. Cable, 70%.

Leader, 60, 10%.		
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# HAT AND COAT HOOKS Coppered wire, 3 in., 65c gross.

# IRON AND STEEL Montreal Toronto

Angles	2 50	3 50
Common bar, per 100 lbs.	3 00	2 90
Refined iron, per 100 lbs.	3 05	3 50

# Horseshoe iron, per 100 lbs.

100 lbs.	3 45	3 50
Norway iron	7 25	6 00
Mild steel	3 30	3 25
Band steel	3 30	3 50
Sleigh shoe steel	3 30	2 25
Domestic	3 30	3 25

# Reeled machinery steel

Tire steel	3 50	3 50
Toe calk steel	4 20	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.	0 20	0 20
Sheet, cast steel, lb.	0 20	0 20
Black Diamond tool steel, per lb.	0 12	0 11
Silver tool steel, lb.	0 17½	0 18½
Spring steel	4 60	4 50

# IRON, TINNED. 72x30 up to 24 gauge, case lots

72x30, 26 gauge, case lots	14 75	
Less than case, 25c per 100 lbs. extra.		

# IRONS (SAD) Mrs. Potts, No. 55, polished, per set

Mrs. Potts, No. 50, nickel-plated, per set	0 90	
Mrs. Potts, handles, japan-ned, per gross	9 60	
Sad irons, common, plain	5 00	
Sad irons, common, plated	5 50	
Princess Electric, each	2 75	
Ideal Electric, each	2 50	
Canadian Beauty	2 50	
Gasoline Sad Irons, each	3 50	
Ideal Gasoline, each	3 15	
Dover Electric, net	3 00	
No. 70, Dover, per doz.	19 20	

# LADDERS, ETC. (Step Ladders)

Shelf-lock	14c ft.	
Ontario	17c ft.	
Faultless	21c ft.	
Mechanic	26c ft.	
Hercules	24c ft.	
Perfect	22c ft.	
Faultless, extra heavy	26c ft.	
Hercules, extra heavy	29c ft.	
Mechanic, extra heavy	31c ft.	
Chair ladders, each	\$2 00	
B.T. Standard	17c ft.	
B.T. Economy	12c ft.	
B.T. Iron Round, 4-9 ft.	25c ft.	
B.T. Iron Round, 10-14 ft.	30c ft.	
B.T. Iron Round, 15-16 ft.	40c ft.	
B.T. Iron Round, 17-20 ft.	50c ft.	
Crescent	16c ft.	
Household	12c ft.	
Standard	19c ft.	
Electrician	25c ft.	
Heavy duty	45c ft.	
Extension	23c ft.	
Common and Roped Extension		
Up to 32 ft.	16c ft.	
Up to 36 ft.	18c ft.	
40 to 44 ft.	19c ft.	
48 to 52 ft.	24c ft.	
56 to 60 ft.	29c ft.	

# Single and Fruit Picking. 10 ft. to 16 ft.

18 ft. to 22 ft.	13c ft.	
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# LANTERNS Per doz.

Cold Blast, doz.	\$ 8 00	
Short Globe, doz.	8 00	
Jumbo, doz.	9 25	
Jap'd Dash, doz.	10 75	
Search Dash, doz.	11 25	
Searchlight, No. 20, doz.	19 00	

# All brass Little Bobs A.C., doz.

Copper, well japanned	11 25	
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# LANTERN GLOBES Cold blast, short

Cold blast	0 60	
Cold blast, London	0 60	
Prism globes	1 20	
Cold blast, short ruby	2 00	
Cold blast, common ruby	2 00	
Less 5c a doz. in 6 doz. lots.		

# LATHS (METAL) Per sq. yd.

24-gauge, pat'd metal lath	0 15	
24-gauge, pat'd metal lath	0 15	
23-gauge, pat'd metal lath	0 17	
24-gauge, galv. metal lath	0 21	
23-gauge, galv. metal lath	0 23	

# LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.		
Lead Wool, 11c lb.		
Sheets, 3 lbs. sq. ft.	12 00	12 00
Sheets, 3½ lbs. sq. ft.	11 75	11 75
Sheets, 4 to 6 lbs.		
sq. ft.	11 50	11 50
Cut sheets, ½c per lb. extra.		
Cut sheets to size, 1c per lb. extra.		

# LINES, PLOUGH Russian hemp, \$3.80 doz. pair.

Bleached flax, \$5.75 doz. pair.		
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# MACHINES (WASHING) List Each

Canadian	\$ 5 00	
Dowsell	5 00	
Hamilton	5 75	
Re-Acting	7 50	
Snowball	8 00	
Noiseless	8 25	
Sunlight	8 75	
Momentum	8 75	
Waverley	10 00	
New Century, style A	9 00	
New Century, style B	10 00	
New Century, Power, style D	24 00	
New Idea, style B	11 00	
Playtime, engine drive	11 00	
Ideal Power	16 00	
Seafoam, electric	60 00	
Seafoam, engine drive	25 00	
New Idea, electric	80 00	
Sunshine	4 50	
Popular, No. 1	5 25	
Economic	6 00	
Champion	9 00	
Excell-All	11 00	
Blue Bell, without stand	9 00	
Puritan Water Motor Wash-er, complete	16 00	
Hydro, One Tub, engine drive	26 00	
Low pressure water motor washer, each	16 00	
Connor ball-bearing, with rack	10 25	
I X L	10 00	
Gem	8 75	
Winner	8 00	
Connor Improved	5 00	
Jubilee	4 50	
Canada First	11 00	

# Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on ship-ments of quarter dozen and up-wards.

# NET

Popular, No. 1 .....	5 25
Economic .....	6 00
Champion .....	9 00
Excell-All .....	11 00



**NAILS**

Standard steel wire nails,  
Toronto, \$3.80 base; Montreal,  
\$3.85 base; London, \$3.80 base;  
Collingwood and Owen Sound,  
\$2.85 base.

Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 15 p.c.  
Pressed spikes, 5/8 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process  
Prices per

Size	Length	25-lb. box
No. 3, 1 1/2-inch	.....	\$4 10
No. 4, 1 3/4-inch	.....	3 80
No. 5, 1 1/2-16	.....	3 25
No. 6, 2 1/4	.....	3 00
No. 7, 2 5/16	.....	2 85
No. 8, 2 1/2	.....	2 75
No. 9, 2 11/16	.....	2 65
No. 10, 2 3/4	.....	2 55
No. 11, 3 1-16	.....	2 45
No. 12, 3 3/4	.....	2 48

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.  
Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

	Per rod
Invincible, 1640	..... 0 68
Invincible, 1848	..... 0 72
Invincible, 2060	..... 0 83
Put up in 10, 20 and 30-rod rolls	

**OAKUM**

	Per 100 lbs.
Best (American)	..... 19 25
U.S. Navy (American)	..... 18 50
New hemp (English)	..... 15 00
U.S. Navy (English)	..... 13 00
Plumbers (spun)	..... 7 50

**OIL**

	Montreal	Toronto
Can. prime white		
petrol	..... 0 14	0 13 1/2
Royalite	..... 0 14	0 13 1/2
Palatine	..... 0 17 1/2	0 17
Castor Oil, per lb.	..... 0 45	0 25
Black Oil (Summer)	..... 0 14 1/2	0 12 1/2
Black Oil (Winter)	..... 0 12 1/2	0 13 1/2
Cylinder Green	..... 0 35	0 35
Paraffine	..... 0 24	0 22
XXX Machine	..... 0 25 1/2	0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 lb.  
Tea lead, chest, 5 1/2 lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/2 lb.  
Brass, light, 11 1/2 lb.  
Zinc, heavy, 11 lb.  
Copper, heavy, 19 1/2 lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15c lb.  
Compos. turnings, No. 1, 13c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2c;  
bicycle tires, 2 1/2c.

**PACKING**

	Per lb.
Fine jute	..... 0 11 1/2
Coarse jute	..... 0 09 1/2
Square braided hemp	..... 0 25
No. 1 Italian	..... 0 30
No. 2 Italian	..... 0 23

**PAPER, ETC.**

	Per 400 ft. roll
..... paper, per roll	..... 0 95
Resin sized Fibre, per roll	..... 0 55
Tarred Fibre, No. 1	..... 0 80
Tarred Fibre, No. 2	..... 0 51
Tarred Fibre, Good Luck	
Brand	..... 0 71
Dry Fibre, Good Luck	
Brand	..... 0 59
O.K. Brand corded sheathing	..... 0 95
Sheathing, Shield Brand, dry	..... 0 43
Sheathing, Shield Brand,	
tarred	..... 0 51
Sheathing (Surprise)	..... 0 43
Dry fibre, No. 1	..... 0 68
Dry fibre, No. 2	..... 0 43
Sulphate, Black Cat, tarred	..... 0 80
Sulphate, Black Cat, dry	..... 0 60
Per 100 lbs	
Heavy dry straw	..... 2 05
Heavy tarred straw	..... 2 05

Spruce sheathing	..... 3 00
Carpet felt, 16 oz.	..... 4 00
Carpet felt, 20 oz.	..... 3 50
Tarred felt	..... 3 25
Asbestos, Bldg., per 100 lbs.	..... 4 50
Heavy fibre, 32 ft. x 60 ft.	..... 2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	..... 1 05

**ROOFING PAPER**

Cyclone, dry	..... 0 68
Cyclone, tarred	..... 0 80
Surprise sheeting	..... 0 43
Heavy, dry	..... 2 15
Heavy, tarred	..... 2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PARERS**

Gen. Hudson, per doz.	..... \$7 75
Little Star, per doz.	..... 6 50

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	..... 5 50	5 00
6 to 7 lbs., doz.	..... 5 75	5 25
7 to 8 lbs., doz.	..... 6 00	5 50
8 lbs., doz.	..... 6 50	6 00
9 lbs.	..... 7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose)	..... \$0 85
5 gross, 4 1/2-in. (loose)	..... 0 90
5 gross, 5 in. (loose)	..... 1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	..... 0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	..... 0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	..... 1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

Buttweld	Per 100 feet	
	Black	Galv.
1/4 in. ....	\$ 3 00	\$ 4 50
1/4 and 3/8 in. ....	3 06	5 25
1/2 in. ....	3 91	5 57
3/4 in. ....	4 72	6 96
1 in. ....	6 97	10 29
1 1/4 in. ....	9 43	13 92
1 1/2 in. ....	11 28	16 64
2 in. ....	15 17	22 39
2 1/2 in. ....	23 99	35 39
3 in. ....	31 37	46 28
3 1/2 in. ....	37 72	55 66
4 in. ....	44 69	65 95

**Lapweld.**

2 in.	..... 17 02	24 24
2 1/2 in.	..... 25 16	36 56
3 in.	..... 32 90	47 81
3 1/2 in.	..... 39 56	57 50
4 in.	..... 46 87	68 13
4 1/2 in.	..... 57 15	83 19
5 in.	..... 66 60	96 94
6 in.	..... 86 40	125 80
7 in.	..... 116 62	165 40
8 in. x 25 lbs. per ft.	..... 122 50	173 80
8 in. x 25 lbs. per ft.	..... 141 12	200 00
9 in. x 25 lbs. per ft.	..... 169 05	239 50
10 in. x 25 lbs. per ft.	..... 156 80	222 40
10 in. x 40 lbs. per ft.	..... 201 88	286 30

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$12 net.  
Lead waste pipe, \$13 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	..... 8 00
3 inch, in 10-ft. lengths	..... 9 70
4 inch, in 10-ft. lengths	..... 12 80
5 inch, in 10-ft. lengths	..... 17 50
6 inch, in 10-ft. lengths	..... 21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl.	..... 4 75
Pine, green, per bbl.	..... 5 25

**PLASTER**

Paris, per bbl., London.... 2 25

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

	Montreal	Toronto
Plates, 1/4 to 1/2 inch,		
per 100 lbs.	..... 4 50	4 00
Heads, per 100 lbs.	..... 4 75	4 25
Tank plates, 3-16 in.	..... 5 25	4 75

**PLUGS (METAL)**

Painted wall plugs, per	
1,000	..... \$20 00
Galv. wall plugs, per 1,000	..... 23 00

**POLISH**

O-Cedar, 4 oz. bottles	..... \$2 00
O-Cedar, 12-oz. bottles	..... 4 00
O-Cedar, 1-qt. can	..... 10 00
O-Cedar, 1/2-gal. cans	..... 16 00
O-Cedar, 1 gal. cans	..... 24 00

**PUMPS**

B.T. Pump, No. 1, net.	..... \$ 3 63
B.T. Pump, No. 2, net.	..... 4 40
B.T. Pump, No. 3, net.	..... 6 60
B.T. Pump, No. 4, net.	..... 8 25
B.T. Pump, No. 5, net.	..... 8 80
B.T. Pump, No. 6, net.	..... 9 90
B.T. Pump, No. 7, net.	..... 13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.

Iron burrs, 37 1/2%.

Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.

Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.

Coppered Rivets, net extras,  
2 1/2c per lb.

**ROOFING**

	Per roll
2 ply R.R.	..... 1 05
3 ply R.R.	..... 1 30
2 ply R.R., complete in roll	..... 1 55
3 ply R.R., complete in roll	..... 1 70
Samson, 1-ply, roll	..... 1 60
Samson, 2-ply, roll	..... 2 15
Samson, 3-ply, roll	..... 2 65
Comet, 1-ply	..... 1 05
Pluvius, 1-ply	..... 1 30
Pluvius, 2-ply	..... 1 70
Asphalt roofing, 1 ply	..... 1 45
Asphalt roofing, 2 ply	..... 1 85
Asphalt roofing, 3 ply	..... 2 15
Compo Certainteed, 1 ply	..... 1 70
Compo Certainteed, 2 ply	..... 2 20
Compo Certainteed, 3 ply	..... 2 75
Excello, 1-ply	..... 1 60
Excello, 2-ply	..... 2 15
Excello, 3-ply	..... 2 65
Jewel, 1-ply	..... 1 25
Jewel, 2-ply	..... 1 65
Jewel, 3-ply	..... 2 00
Amazon, 1-ply	..... 2 00
Amazon, 2-ply	..... 2 50
Amazon, 3-ply	..... 3 00
Everlastic, 1-ply	..... 1 50
Everlastic, 2-ply	..... 1 75
Everlastic, 3-ply	..... 2 00
Liquid roofing cement, per	
gal., in barrels	..... 0 22
Roofing caps, per lb.	..... 0 05
Roofing nails, per lb.	..... 0 06 1/2
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Mon-  
real.

**ROPE**

	lb.
Pure Manila basis	..... 22 1/2
British Manila basis	..... 18
African hemp basis	..... 18
Sisal basis	..... 15 1/2
Single lath yarn basis	..... 15 1/2
Double lath yarn	..... 16
Yacht marine	..... 41
White polished halyards	..... 23
Hemp, deep sea line basis	..... 31
Hemp, tarred ratline basis	..... 27
Hemp, tarred belt rope basis	..... 29
Marline and Houseline	..... 29
Jute rope basis	..... 15
Italian rope basis	..... 31
Above quotations are basis	
prices ("&" and larger), and are	
subject to usual advances for	
small sizes.	
Cotton rope, 2-16 in.	..... 0 29
1/4 in. and larger	..... 0 28
Sisal Clothes Line	
2 ply, 30 ft.	..... 0 48
3 ply, 40 ft.	..... 0 64
3 ply, 48 ft.	..... 0 76
3 ply, 60 ft.	..... 0 96
3 ply, 72 ft.	..... 1 15
6 ply, 60 ft.	..... 1 44
6 ply, 72 ft.	..... 1 72
6 ply, 100 ft.	..... 2 40

**SCALES.**

Imperial Standard	..... 25 p.c.
Champion	..... 40 p.c.
Steel weigh beams	..... 20 p.c.
Gurney Standard	..... 25 p.c.
Fairbanks Standard Scales	..... 25 p.c.

Crown Even Balance ..... 40 p.c.  
Richelleu Union Scales ..... 40 p.c.  
Dominion Plates Scales, ..... 40 p.c.

Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$3, plus 20-  
for stamping. Champion 10-lb.,  
\$4.50 plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping. Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.50, plus \$1  
for stamping. Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCREWS (MACHINE)**

Flat head, iron, 27 1/2%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

Discounts off Standard List

Wood, F. H., bright	..... 80
Wood, R. H., bright	..... 75
Wood, O. H., bright	..... 75
Wood, F. H., brass	..... 47 1/2
Wood, R. H., brass	..... 45
Wood, O. H., brass	..... 45
Wood, F. H., bronze	..... 40
Wood, R. H., bronze	..... 37 1/2
Drive screws	..... 65 10 10
Set case hardened	..... 65 10
Square cap	..... 65 10
Hexagon cap	..... 60 10
Bench, wood, per doz.	..... \$5 00
Bench iron, per doz.	..... 4 75
Cap screws, 55%; Set screws,	
60%.	

**SHEETS (BLACK)**

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	..... 4 60	4 50
12 gauge	..... 4 70	4 60
14 gauge	..... 4 45	4 35
16 gauge	..... 4 50	4 45
18-20 gauge	..... 4 05	3 70
22-24 gauge	..... 4 00	3 85
26 gauge	..... 4 05	2 90
28 gauge	..... 4 10	4 00

**Re Gauges of Sheets.**

On account of it being prac-  
tically impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10%  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

		Per 100 sq. feet.	
		Galvanized	Painted
28 ga.	.....	\$ 5.50	\$2.75
26 ga.	.....	6.00	4.25
24 ga.	.....	8.00	5.25
22 ga.	.....	9.00	6.25
20 ga.	.....	11.00	7.25
18 ga.	.....	13.50	9.00

Above prices are subject to 1/2  
per cent. discount to dealers.

**Gal**



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40,  
12½%, and 4th, 30%.

Above discounts on Black  
Goods only. Full Polished Goods,  
50c per doz. net extra. Half  
Polished Goods, 25c per doz. net  
extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24,  
\$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.

**SOLDER** Montreal Toronto

See weekly report.

**SOLDERING COPPERS.**

Base, per lb., 52 cents.

**SOLDER, BAR**

Guaranteed ..... 0 27½

Strictly ..... 0 25½

Commercial ..... 0 24

**SOLDER, WIPING**

Star extra ..... 0 25½

Easy ..... 0 23¾

Acme ..... 0 23

**SPELTER.** See weekly report.

**SPOUTS**

Warner Malleable Winged

Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.

Montreal, Toronto and London

Fence staples, galv., in kegs 4 90

Fence staples, galv., 25 lb.

boxes ..... 5 15

Fence staples, bright, in

kegs ..... 4 05

Fence staples, bright, in

25-lb. boxes ..... 4 30

Poultry netting staples, 100

lb. kegs ..... 12 00

Galvanized discount 40 and 5%;

bright, deduct \$1.10 from gal-

vanized net. Extras, 50 lb. kegs,

30c; 25 lb. kegs, 40c; 10 lb. kegs,

80c.

**STUFFERS**

Enterprise No. 25, each.... 6 25

No. 25, each.... 8 50

**SWEEPERS, CARPET** Bissell's

Boudoir ..... 31 00

Champion Nic. .... 25 00

Champion Jap. .... 23 00

Univ. Jap., cyco bearing... 26 00

Univ. N.P., cyco bearing... 29 00

Grand Rapid, Japd., ball-

bearing ..... 28 00

Grand Rapid, N.P., ball-

bearing ..... 31 00

Princess, N.P., ball-bearing. 32 00

Elite, ball-bearing ..... 36 00

Am. Queen, N.P., bal-bear.. 34 00

Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**

Grand Rapids Vac. doz....\$77 00

Household Vac. doz. .... 63 00

Superba Vac. doz. .... 92 00

**SWINGS**

Baby, 2-passenger, each ...\$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys Gliding Settees with

awning, each .....13 50

Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;

cheese box tacks, blued, bulk;

trunk tacks, blank and tinned,

bulk; carpet tacks, blued; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, blued, in doz.

only; cut tacks, ¼ cut tacks,

blued and tinned, in weights;

Swedes: Swedes upholsterers'

bulk; Swedes brush, blued and

tinned, bulk; Swedes gimp,

blued, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount 75%.

**NAILS**

Copper nails; trunk nails,

only; tin capped trunk nails;

zinc glaziers' points, prices quot-

ed on application.

Discount 75%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ers' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobbler's rivets; brass cob-

blers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15

Ass skin, No. 714, 66 ft., doz. 3 80

Linen, No. 404, 66 ft., each. 1 35

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**THERMOMETERS**

Incubator, doz. .... 5 40

Dairy, dozen .....2 40—4 45

**TIPS (METAL)**

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Ret-finned, 60 and 10%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and

10%.

**TROUGH (EAVE)**

G. G. Square head and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

B.T. Single Rail .....24c ft

B.T. Double Angle .....22c ft.

B.T. Double Tee .....20c ft.

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28½

4-ply ..... 0 28

3-ply ..... 0 25

**TUBES**

Boiler Tubes, Lapwelded.

100 ft., 2 in. .... 16 10

100 ft., 2¼ in. .... 18 50

100 ft., 2½ in. .... 21 00

100 ft., 3 in. .... 25 00

100 ft., 3½ in. .... 29 00

100 ft., 4 in. .... 37 00

**TUBS**

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 2, per doz. .... 8 00

No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath-

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½; patent quick

opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**

Japanned ware, 22½%.

Japanned ware, white, 17¼%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**

Discount, 17¼%.

6, 10 and 14-qt. flaring pails,

17¼%.

Copper bottom tea kettles and

boilers, list.

**WARE, STAMPED.** Plain, 66 2-3

p.c.

Retinned, 60-10%.

Tinners' trimmings, plain,

66 2-3%.

Tinners' trimmings, retinned,

60, 10%.

Tinners' trimmings, general,

27¼%.

**WASHERS, IRON.**

Full box, 25%; smaller lots,

25%, assorted. Price less 50 lbs.

add 1c lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**

Sectional, 1 lb., per 100 lbs., 2 25

Sectional, ½ lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per cwt. 1 60

**WHEELBARROWS.**

Navy, steel wheel, doz....31 25

Gardner, steel wheel, doz....43 20

Light garden, each ..... 2 50

Heavy garden, E-side, each. 3 75

Heavy farm, solid side, ea. 3 75

**WHIFFLETRES**

Tubular steel, 28 ins. ....

Tubular steel, 34 ins., per

doz. ....

Tubular steel, 36 ins., per



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.80 per 100 lbs.; 5 lb. packages, \$6.60 per 100 lbs.

## BEESSWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Per lb. Montreal Toronto  
London, 20. 0 14 0 16

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Raw Umber, 100 lb. keg. 5-12c  
Burnt Umber, 100 lbs. 5-12c  
Raw Sienna, 100 lb. kegs. 5-12c  
Burnt Sienna, 100 lb. kegs. 5-12c  
Imp. green, 100 lb. kegs. 0 22  
Chrome green, pure 0 35  
Chrome yellow 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. 0 12  
Indian red, No. 1, 100 lb. k. 0 05  
Venetian red, best bright. 0 04  
Venetian red, No. 1 0 02  
Drop black, pure dry. 0 25  
Golden ochre, 100 lb. kegs. 0 06  
White ochre, 100 lb. kegs. 0 03  
White ochre, barrels 0 02½  
Yellow ochre, barrels 0 02  
Spruce ochre, 100 lb. kegs. 0 03½  
Canadian red oxide, bbls. 0 01½  
Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13  
Indian red 0 18  
Chrome yellow, pure 30-35  
Golden ochre, pure 0 18  
French spruce ochre, pure 0 15  
Chrome green, pure 15-22  
French permanent green, pure 0 20  
Signwriters' black, pure. 0 24  
Marine black, 25-lb. irons 0 07  
Lampblack 0 21

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel 4 50  
Anchor Floorlustrer 2 10  
O.P.W. Sunshine White 4 10  
Old Dutch Enamel 4 00  
Jas-per-lac floor enamel. 1 90  
Jas-per-lac art enamel 3 10  
Martin's Enamel 4 25  
Moormel 4 35

## FILLER

Luxberry Enamel \$5 00  
Screen Enamel, BB 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. 0 15½  
\$1.10 for demi-John extra.

## GLUE

Per lb.  
French medal 0 20  
English common sheet 0 25  
English prima 0 25  
White pigsfoot 0 23½  
Perfection amber, ground, No. 1230 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags 0 35  
Gelatine, 112 lb. bags 0 45  
Ground glues, 112 lb. bags—  
No. 1 0 20  
Extra 0 18  
Dreadnought, lb. 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90		
26 to 34	8 15	12 85		
35 to 40	8 50	13 60		
41 to 50	11 75	15 50		
51 to 60	12 25	15 85		
61 to 70	13 10	16 80		
71 to 80	14 75	18 35		
81 to 84		22 35		
85 to 90		24 35		
91 to 94		25 00		
95 to 100		29 00		
101 to 105		32 00		

106 to 110 37 00  
Discount, 25 per cent.; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price

United	Inches	Star	Diamond
Up to 25	\$7 80	\$11 90	
26 to 34	8 15	12 85	
35 to 40	8 50	13 60	
41 to 50	11 75	15 50	
51 to 60	12 25	15 85	
61 to 70	13 10	16 80	
71 to 80	14 75	18 35	
81 to 85		22 35	
86 to 90		24 35	
91 to 95		25 00	
96 to 101		29 00	
101 to 105		32 00	
106 to 110		37 00	

Discount, 25 and 5 per cent.

## GLASS, PLATE

Montreal:

City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off Toronto.  
Country discount, 20 and 5% off list, delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots

Montreal Toronto  
"Anchor Pure" \$13 30 \$13 45

O.P.W. Decorators' Pure 13 30 13 45

Crown and Anchor. 13 30 13 45

Crown Diamond Pure 13 30 13 45

Elephant Genuine. 13 60 13 75

Green Seal 13 30 13 45

Moore's Pure White Lead 13 30 13 45

O.P.W. Decorators Pure 13 30 13 45

O.P.W. English 12 75 13 70

Painters' Perfect. 12 85 13 00

Ramsay's Pure Lead 13 30 13 45

Tiger Pure 13 30 13 45

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine, \$15

Montreal and \$15.15 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$17 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 60

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

## MURCO

Tints in 5 lb. packages, per 100 lbs. \$5.40.

## LINSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "Eng-lish" white 2 65

"English," ordinary colors 2 50

Benjamin Moore's "Egyptian" Brand 1 80

Canada Paint Co.'s Pure 2 65

Crown Diamond 2 35

Crown Diamond, floor 2 00

Elephant 2 35

Freecotone, white 2 50

Freecotone, colors 2 40

## Jamieson's Crown and An-chor

2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure 2 50

Minerva, white 2 55

Minerva, ordinary colors 2 40

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wpg.) 2 55

Stephens' Floor Paint (Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

PARIS GREEN Mun- C.P. Ber- ro's Co. gers

600-lb. bbls. 42¾ 38¾ 39¾

250-lb. kegs 43 39 39¾

100-lb. drums 44 40 40¾

50-lb. drums 44 40 40¾

25-lb. drums 44¼ 40¼ 41

1-lb. 100s, pkgs. 46¼ 42¼ 43

½-lb. 100s 48¾ 44¼ 45

1-lb. 100s, tins. 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. \$2.25-\$2.50

PRIMER

Luxberry Primer 2 25

PASTE WOOD FILLER

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ Barrels 0 06½

Barrels 0 06

PUTTY

Standard Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

TURPENTINE

See weekly report for prices.

SLATING

Liquid Slating, B.B. \$3 00

STAINS

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finish 2 80

Creo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

VARNISHES

Brandram-Henderson, Ltd., "Gold Medal" 1 90

Copaline Varnish 2 50

C. P. Co.'s Sun Varnish 2 50

Dependon Light Hard Oil Finish 1 70

Dul gloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish 2 65

"Dreadnought" varnish (gloss) 1 90

## "Dreadnought" varnish

(eggshell) 1 90

"Dreadnought" hard oil finish 1 20

"Dreadnought" interior varnish 1 20

"Dreadnought" terebene dryer 1 65

"Dreadnought" bronzing li- quid 1 05

Elastic Interior 1 40

Elastic Exterior 1 55

Elastic Exello 2 00

Everlastic (Floor) 2 55

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxberry light 2 60

Luxberry spar 4 10

Luxberry exterior 4 50

Marble-ite 2 31

Mar-Not 2 70

Martin-Senour finest inter. 2 60

Martin-Senour Wood-Var 2 30

Maritime spar varnish 4 00

No. 1 Furniture Varnish 1 25

Pure White Shellac 2 40

Pure Orange Shellac 2 25

Sherwin-Williams "Kopal" Varnish 2 75

Stove-Pipe Varnish, ½ pints, gross 9 00

Sun Waterproof Floor Finish 2 75

Sun-Spar Varnish 4 00

WATER PAINTS



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$15.25;  
chilled, \$16.75; buckshot, \$16.05;  
ball, \$16.45.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 15½¢.  
Norris, 41 to 56 lbs., 15¢; 57 to  
70 lbs., 13½¢; 71 to 83 lbs., 12½¢;  
84 lbs. and over, 12¢.

## AXES

H. B., 1 lb., \$7 per doz.; 1½  
lbs., \$7.40; 2 lbs., \$7.75; 2½ lbs.,  
\$8.50; 3 lbs., \$8.75; 3½ lbs. and 4  
lbs., \$9.50; H. B. Handled Axes, 2  
lb., \$10; 26 lb., \$10.75; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.50;  
lb. and 4 lb., \$11.75; Black Prince  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$30.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 100 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12c.

## BUILDING PAPER

Tarred, 75c to \$1.20 per roll,  
according to quality; plain, 55c  
to \$1.05.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVISES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Evestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 40; Imperial, 45, 20;  
Premier, 40; Colonial, 45, 20;  
white, 65, 5; diamond, 40; pearl,  
45, 20 per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.

**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 33c  
per gal.;

**GALVANIZED WARE.** Net list.  
Heavy pails, light pails and  
heavy tubs.

**GLASS, WINDOW** Single Double  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 35 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.  
Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.55; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90. Apollo and

**IRON GALVANIZED** "Fleur

Premier de Lis"  
10½ oz. or 28 Eng... 7 25 7 25  
28 Am. or 26 Eng... 7 00 7 00  
26 Am. or 26 spec... 6 70 6 70  
24 ..... 6 30 6 30  
22 ..... 6 20 6 20  
18 and 20 ..... 6 00 6 00  
16 Am. .... 5 85 5 85  
14 Am. .... 5 85 5 85

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Potts No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain ..... 8 25  
No. 20, X-ray ..... 12 00  
No. 22, Dash-board ..... 10 75  
Trullite, short globe, doz... 8 25

## LEAD PIPE, \$13.40.

## LEAD WASTE, \$14.40.

## LINSEED OIL

Raw, per gal., \$1; boiled, per  
gal., \$1.03.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.  
**NETTING.** Poultry, 40 per cent.  
Banner Netting, 24 in., \$2.65;  
36 in., \$3.35; 48 in., \$3.90; 60 in.,  
\$4.65; 72 in., \$5.35.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

Tin Gal-  
vanized  
½ gal., dome top.... \$2 14 \$....  
1 gal., dome top.... 2 81 4 25

2 gal., dome top.... 4 05 6 00  
2 gal., dome top.... 5 20 8 65  
5 gal., dome top.... 6 40 10 75

## OILS

Silver Star oil, 16½¢ gal.;  
Royalite oil, 17c gal.; Palatine  
oil, 20½¢ gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ in., \$6.25; ¾ in., \$6.30; ½  
in., \$6.75; ¾ in., \$8.45; 1 in.,  
\$12.50; 1¼ in., \$16; 1½ in., \$20.25;  
2 in., \$27.20; 2½ in., \$43.05; 3 in.,  
\$56.30.

## IRON PIPE

Black, ¾, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb.; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.50; 8  
inch, \$4.75; full polish, 6-7 inch,  
\$5.50; 8 inch, \$5.75; Black sheets,  
\$4.65; 8 inch, \$4.90; Black sheets  
—28, \$4.75; 26, \$4.60; 18-24, \$4.50;  
16, \$5.10; 14, \$5; 12, \$5.10; 10, \$5.  
**PLOW SHARES**.....10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## POTTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assoter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½¢ base; pure Manila,  
24c base; British Manila, 19c  
base; lath yarn, 16½¢ base; Afri-  
can hemp, 19c base; cotton rope,  
30c.

Tarred Marline Hanks, per  
lb., 31c.

**SASH BALANCES** (Caldwell.)  
33-1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

**SHEET ZINC.** Any lots, 30c.

Black Steel Sheets

10 gauge ..... 5 00  
12 gauge ..... 5 10

14 gauge ..... 5 00  
16 gauge ..... 5 10  
17-24 gauge ..... 4 50  
26 gauge ..... 4 60  
28 gauge ..... 4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$1.65; 5-16,  
\$1.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$3.90 at  
Fort William, \$4.30 Winnipeg;  
galvanized staples, \$4.70 Fort  
William; \$5.10 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 75% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... 12 25  
20 x 28 I.X. .... 14 50  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, \$0c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.  
Norris vises, 45 lbs. and under,  
\$7.50 each; over 45 lbs., 18c lb.

## WARES

Galvanized, heavy, net list.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

5-ton lots, \$13.35; ton lots,  
\$14.85.

## WIRE, BARB

Lyman 4-point, \$3.40 f.o.b. Ft.  
William, \$3.65 Winnipeg; Glidden  
Cattle, 2 pt., \$3.25 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.20 Ft. William, \$3.45 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Rale ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.  
Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0.9, \$4.65; 10, \$4.71; 11, \$4.77;  
12, \$4.85; 13, \$4.80; 14, \$4.90; 15,  
\$5; 16, \$5.20.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$41 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





## *the pull*

loses its destructiveness when the bristles are gripped by the "grip of steel"—the Boeckh "Steel Grip" employed in the manufacture of the better lines of painters' brushes.

The bristles are held firmly in place by the compressed steel ferrule, which causes the bristles to converge to the centre, as shown in cut A, and though the brush has the appearance of being smaller than the style shown in Cut B, really contains a larger quantity of bristles and produces much freer action and gives better results.

## "Steel Grip" Painters' Brushes

all have the swell or oval-faced compressed "Steel Grip" ferrule construction (Patented 1910), which entirely overcomes the spreading of bristles, a common weakness in brushes of straight construction, as shown in cut B.

"Steel Grip" brushes are most economical to use on account of their high quality and general efficiency. They wear like a pig's nose.

Emphasize Boeckh Brushes in your window and counter displays this Fall. They're business builders.

**The Boeckh Bros. Company, Ltd.**  
TORONTO, CANADA



Cut A



Cut B

*If interested, tear out this page and keep with letters to be answered.*





### *A Sure Road*

to a successful Paint business is to be  
found through the exclusive agency  
for

# MARTIN-SENOUR

100% PURE PAINT AND VARNISHES

Made in Canada

The Martin-Senour exclusive agency plan is beyond the experimental stage.

It is a proven success from the satisfactory experience of thousands of dealer-agents who are having pleasure and profit in selling these products of unsurpassed quality and merit.

Martin-Senour advertising campaigns do not consist of empty unfulfilled promises.

They are well planned, extensive sales helpers which, combined with Quality and Service, make Martin-Senour Paints and Varnishes, the easiest and most profitable to sell.

*The* **MARTIN-SENOUR** *Go.*  
LIMITED

PRODUCERS OF PAINTS AND VARNISHES  
CHICAGO MONTREAL WINNIPEG  
HALIFAX • LINCOLN • TORONTO



*If interested, tear out this page and keep with letters to be answered.*





### A Money-Back Guarantee

"Marble-It floor finish is made of the finest varnish gums and oils by most modern and scientific methods, and when used according to directions on the can, is guaranteed to give absolute satisfaction on every floor it covers. Our Dealer-Agents are instructed to refund the purchase price, or replace the varnish, if it doesn't do all we claim."

### A Profitable Line to Have on Hand

Marble-It is the distinctive floor finish with the "money-back guarantee" which, from its reputation, is much in demand by people who wish to make and keep their floors "Spick-and-Span." The benefit of the Martin-Senour exclusive agency is fully reaped by the Dealer Agent who handles the complete line. There is a Martin-Senour product for every use, fully guaranteed to best serve the purpose for which it is made.

**The MARTIN-SENOUR Co.**

LIMITED

PRODUCERS OF PAINTS AND VARNISHES  
CHICAGO MONTREAL WINNIPEG  
HALIFAX LINCOLN TORONTO

*If interested, tear out this page and keep with letters to be answered.*





# MUNRO'S DRY COLORS

meet the requirements of  
your customers.

Tell your wholesaler that  
you want MUNRO'S.



**The ALLAN MUNRO  
COLOR CO., Limited**

41 Britannia Street  
**MONTREAL**



*If interested, tear out this page and keep with letters to be answered.*



GEORGE HENDERSON.  
PRESIDENT AND GENERAL MANAGER

CABLE ADDRESS { BRANDRAM, MONTREAL  
HENDERSON, HALIFAX.  
A B C CODE 5TH EDITION

# **BRANDRAM-HENDERSON** LIMITED.

CORRODERS AND GRINDERS OF WHITE LEAD

MANUFACTURERS OF

PAINTS, DRY COLORS, VARNISHES, LEAD PRODUCTS, &c. &c

MONTREAL — HALIFAX — ST. JOHN — TORONTO — WINNIPEG.

## An Open Letter.

There can be no permanent profit or satisfaction in a business relationship unless both parties live up to the spirit, as well as the letter of their mutual agreement.

That is why we are so careful in selecting agents for B-H paint products. We want merchants who will do us credit in their respective towns - and who are progressive enough to co-operate with us in the many plans by which we help them to make money out of paints.

To each of such merchants, we give an agency that immediately becomes a genuine asset to him. He has the exclusive agency for our products. He has our individed support to help him sell more paint than any of his competitors.

Brandram-Henderson Limited, do not put out the same goods under different brands. We do not propose to come under the temptation to divide our loyalty between different sets of competing dealers.

There is one line of B-H products - one big B-H national advertising campaign - one staff of B-H travellers - and one B-H dealer in every local territory. And that dealer is supported by all the resources of this organization, in his competition with every other dealer in that locality.

The following three pages of "Hardware and Metal" tell how we are helping our agents to sell paint this fall - by strong, local newspaper advertising in their own towns - paid for entirely by ourselves. This is only one of many ways in which we help B-H agents to sell more paint.

We are always glad to receive applications for agencies from responsible merchants in towns where we are not already represented.

Very truly yours,

GH/ME.

**BRANDRAM - HENDERSON** LIMITED.

*George Henderson*  
Pres't, & Gen. Manager.





Window Cut-out



Counter Cut-out



Counter Card



Painted Bulletin

## On These Pages

are reproduced some of the newspaper ads., window cut-outs, booklets, etc., to be used in our

## Fall Sales Campaign

for Brandram-Henderson Agents. We provide a *complete local advertising campaign* for each of our agents. Every advertisement carries the agent's name, and the whole campaign is so planned that it will help him sell other goods as well as paints and varnishes.

*We pay the entire cost of the campaign.* The extra profits it brings our agents are added to his income with very little effort on his part.

It pays to be a B-H Agent—

Are you one?

## BRANDRAM-HENDERSON

LIMITED

Montreal Halifax St. John Toronto Winnipeg



# FALL - 1916 ADVERTISING CAMPAIGN for BRANDRAM-HENDERSON Agents



## Pretty Women Prefer Plain Walls

Why? Because walls of solid shades provide better backgrounds for beautiful faces, figures and frocks than those which are "cluttered up" with intricate wall-paper patterns.  
One important reason for the rapidly-growing popularity of

## FRESCO-TONE

The easily applied, artistic wall finish

is that artistically-inclined women have discovered how well it sets off their beauty and that of their dresses, pictures, curtains, and furniture. Its soft, velvety, colors, may be selected to harmonize with any style of furnishings, and, being non-fading and washable, Fresco-Toned walls preserve their original beauty for many years.  
And the most gratifying fact of all—to many women—is that Fresco-Tone, in spite of its superiority, costs less than ordinary qualities of wallpaper.  
For beauty, cleanliness, durability and economy, use Fresco-Tone.

Dealer's Name and Address

our local agents, will give you suggestions for color schemes and supply you with genuine Fresco-Tone.

**BRANDRAM-HENDERSON**  
MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG



## Washable Walls

No matter if children soil the walls with grimy fingers—no permanent damage done by the soot of a smoky stove—no need to remove dingy paper at frequent intervals—if your walls are finished with

## FRESCO-TONE

The easily-applied artistic wall finish.

Children's markings, soot, grease or dirt, may be easily washed away, leaving the surface bright and clean as when it was first applied.  
Fresco-Tone has all the soft, colors—and yet possesses the oil paint. It is made in twenty be used over paper, plaster, or applied, and retains its original many years.

Fresco-Tone Your 1  
A booklet and color-cards full, desirable wall finish may



## For His Own House

No one knows better than a professional painter who poor economy it is to use cheap paint. Sometimes he is compelled to use it on other people's buildings, in order to meet their demand for a low price; but when he paints his own house, he chooses the best paint he can get—knowing it not only makes the best-looking job at the beginning, but is also cheapest in the end.

## B-H "ENGLISH" PAINT

is known among painters throughout Canada as being of a quality not approached by many other paints. Its guaranteed formula  
70% Brandram's B.B. Pure White Lead  
30% Pure White Zinc  
100% Pure Paint  
recognized as combining the world's two standard materials in exactly the right proportions to meet Canadian climatic conditions. These materials, and special methods of grinding and mixing, produce a paint with maximum penetration, ease of working, good adherence and durability.  
See that it's used on Your Buildings!

Dealer's Name and Address

are our local representatives

**BRANDRAM-HENDERSON**  
MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG



**Paint Looks Alike When It's New**  
You can't tell much about the quality of paint by looking at it when it is freshly applied. Colors are easy to produce, and the glisten of fresh oil gives even poor paint a temporary beauty.



**But look at it a Few Years Later!**  
The cheap paint, that started out so bravely, has faded, cracked, and peeled. It is unsightly, and—more important still—has exposed the wood below to the destructive effect of sun, rain, wind and snow. The other,

## B-H "ENGLISH" PAINT

is still a good-looking, weather-tight coating, that will give years more of reliable service.  
There is no mystery about the reason. It lies in the fact that B-H "English" Paint is perfectly proportioned to meet Canadian weather conditions. It contains 70% of Brandram's B.B. Genuine White Lead, and 30% of Pure White Zinc, ground to such marvellous fineness that it penetrates deep into the fibre of the wood.  
Being the best, it's cheapest in the end.

Dealer's Name and Address

are our local agents. See them for full details

**BRANDRAM-HENDERSON**  
MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG



## Your Good Painter Knows

that your permanent satisfaction with his work depends as much, or more, upon the quality of the paint as upon his care and skill in applying it. That's why when you tell him to use

## B-H "ENGLISH" PAINT

he knows that you expect an absolutely first-class job of painting. Like all expert workmen, he works best when using materials that he recognizes as being of the first quality.  
The high-grade quality of B-H "English" Paint is not a matter of mere opinion—it is assured by the guaranteed formula

70% Brandram's Pure White Lead  
30% Pure White Zinc  
100% Pure Paint

which science and



## More Beautiful Walls at Lower Cost

Paper has been used to cover walls because in the past there was nothing better at prices within reach of the

## Paint that House this Fall



Protect it from the destructive effect of a winter's snow and ice—save valuable time next spring for other work. Fall painting pays!  
But be sure you choose the right paint—one that will give your buildings the years of protection that you've paid for.

## B-H "ENGLISH" PAINT

is made according to the formula which scientific tests and many years of experience by practical painters prove to be best to meet Canadian weather conditions.

Formula: 70% Pure White Lead  
30% White Zinc  
100% Pure Paint  
Brandram's B.B.

Question:—  
What is pure paint?

Answer:—  
70% pure white lead  
30% pure white zinc  
Equals 100% pure paint

Why?

Because white lead and white zinc, mixed in these proportions, produce a paint that resists the elements better than that made by any other formula. Scientific tests and practical experience extending over many years absolutely prove this to be so, and that is why

## B-H "ENGLISH" PAINT

It is pure paint in the truest mixture of 10% white lead and 90% white zinc, and is called "pure paint" but the misleading, because the compound meets the requirements of a first-class

as pure paint that works, easily, holds its color and ordinary kinds.  
B-H "English" Paint from



## Defies the Frost King

King Winter is armed with countless millions of ice-hard snow-crystals, driven by the full force of winter in temperature, which freeze any particles of water in the pores of unprotected woodwork, leaving the wood in the course of a long Canadian winter he can cause irreparable damage to an unprotected sub, barn or home. He attacks in vain, however, the building protected with

## B-H "ENGLISH" PAINT

he pure white lead (70%) and pure white zinc (30%) which it contains, serve as a thin but effective metallic armor-plate, defying all the forces of natural decay for many years.  
The superiority of B-H "English" Paint is due both to its purity of its ingredients and to our special methods of manufacture. These produce a paint, which on account of its smoothness, and marvellous

## B-H PORCH FLOOR PAINT



## FRESCO-TONE

A FLAT OIL WALL FINISH

PRODUCES A SOFT VELVETY FLAT EFFECT ON WALLS CEILINGS WOODWORK BURLAP HEAD-LININGS WINDOW SHADES ETC

FOR INSIDE USE WASHABLE & DURABLE

MANUFACTURED BY BRANDRAM-HENDERSON

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

## B-H SPECIALTIES

## FARMERS WAGGON PAINTS

DRY QUICKLY WITH A GLOSS



## FLOOR LUSTRE

A PERFECT GLOSS FINISH FOR FLOORS STAIRS WOODWORK FURNITURE ETC

## China Lac

China-lac is a high quality lacquer paint which dries quickly and gives a brilliant finish to woodwork, furniture, etc.







## A Complete Line of Easy-Selling Paints and Varnishes

"Sorry, but we haven't got it" is an expression no Brandram-Henderson agent ever need use to a paint or varnish buyer. Whether the customer wants barn paint or bath-tub enamel, pure white lead or pink wall finish—no matter what paint or varnish product he requires, the B-H agent can sell it to him, and can guarantee that he will be satisfied with it. When the dealer adds "It's Brandram-Henderson's" the customer needs no further persuasion.

The nation-wide reputation of B-H paint products is founded on unvarying high quality, and is constantly being further impressed upon the public by powerful advertising.

Below are enumerated some of the purposes for which paints and varnishes are required and the B-H products suitable for each use.

### **For Buildings, Outside and Inside:**

B-H "English" Paint, made from 70 %  
Brandram's B. B. Genuine White Lead—30 %  
Pure White Zinc—100 % pure.

### **For Walls, Ceilings and Interior Decoration:**

B-H "English" Enamel—for finest enamel finish.

*Fresco-tone*—the ideal *Wall Finish*—gives a soft, velvety, flat finish that is washable and sanitary. For finest enamel finish sell B-H "English" Enamel.

### **For Floors:**

B-H Porch Floor Paint—for porch and verandah floors. "English" and "Anchor" Floor Paints—for inside floors. "Floorlustre"—for an enamel finish for interior floors. China-lac—for staining floors. Everlastic Floor Varnish—for varnishing floors.

B-H Floor Wax—for a wax finish.

Anchor Crack and Seam Filler—for filling cracks.

### **For Barns, Roofs, Fences, etc.:**

Anchor Roof, Elevator and Bridge Paint.  
Imperial Roofing and Barn Paint.  
Imperial School House Red Paint.

There's profit and prestige in every one of these paints, varnishes and enamels. They are easy to sell—safe to recommend.

If you are a progressive merchant, in territory where we are not already represented, write for particulars about a *real* paint agency.

### **For Staining Shingles:**

Anchor Shingle Stain—made from Creosote, Linseed Oil and permanent pigments.

### **For Carriages, Sleighs, Porch Furniture, etc.:**

B-H "Anchor" Carriage Gloss Paint—easy to apply, dries quickly, with a durable brilliant gloss.

### **For Wagons, Farm Implements, etc.:**

Anchor Farmers' Wagon Paint—made to stand wear.

### **For Woodwork, Furniture, etc.:**

China-lac—for staining and varnishing.  
Japanese Oxidized Enamel—for high enamel finish.

### **For Concrete Work:**

B-H Waterproof Cement Stains.  
Anchor Cement and Concrete Floor Paints.

### **For All Kinds of Varnishing:**

B-H Varnishes—Decorators, Architectural, Marine and Carriage Varnishes.

# BRANDRAM-HENDERSON LIMITED

MONTREAL

HALIFAX

ST. JOHN

TORONTO

WINNIPEG



## CANADA BRAND (REGISTERED) PURE PAINTS

*Quality Guaranteed*

## CANADA BRAND (REGISTERED) FLOOR PAINTS

*Surpassed by None*

## JAS-PER-LAC (REGISTERED) SPECIALTIES

*The  
Present-Future Finish*

## JAS-PER-ITE (REGISTERED) VARNISHES

*The  
Present-Future Varnish*

The Ottawa line of paints and varnishes is of wonderfully good quality. Its service-giving qualities keep it fresh in the minds of the

users when a new supply is needed — a user invariably comes back for more.

### The Ottawa Line

PROVES THAT IT IS UNNECESSARY FOR A CUSTOMER TO PAY A BIG PRICE FOR BIG QUALITY.

The popular price is due to splendid manufacturing facilities.

### With the Ottawa Quality and Value

you have a paint and varnish department that will be unusually profitable and satisfactory

Get the Agency now. Write for proposition.

*Manufactured Only By*

**The OTTAWA PAINT WORKS**

Toronto

OTTAWA  
CANADA

Vancouver

Toronto Branch: 153 Duchess Street, TORONTO



# THE BRIGHTEST SPOT IN YOUR BUSINESS

LET US HELP YOU MAKE IT BRIGHTER



Let this TRADE-MARK be your trade-mark and your business will grow with it.

The mark of Distinction, Progress and Success in your store means more business for you. The "Cover the Earth" Trade-Mark is this mark.

The greatest stranger in your city or town knows this Trade-Mark and the quality of the goods it represents. From one city or town to another, to the store with "The Cover the Earth" sign, means a new customer for you.

Are you representing The Sherwin-Williams Co.? If not, act now—you don't need to think it over.

## The success obtained through the S-W Agency

by some of the largest and best merchants in Canada is your example.

If your general business is small let us help you make it grow—if large let us help you make it larger.

You might just as well have the Agency for The Largest Paint and Varnish Makers in the British Empire, as your competitor.

(Write us for our Proposition now).



## THE SHERWIN-WILLIAMS Co.

*of Canada, Limited*

PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S.,  
LONDON, ENG.



*If interested, tear out this page and keep with letters to be answered.*



# NEW CAMPAIGNS, NEW AGENCY HELPS and ADVERTISING—JOIN US

(Let the Spread of the Trade-Mark Reach Your Store)



You cannot afford to be on the other side. Join with us in our new campaign to increase your business.

New ideas, plans, and dealers' helps, are being prepared. Let these work for you.

Get a good start by linking up with these plans now. The largest and best paint campaign ever produced in Canada is almost ready.

September brings Home your Customers—Are you ready to meet their demands for Fall cleaning. The homes in which they will spend a large portion of the coming seven or eight months need brightening up.

You want this business, you can get it—Our Helps and Co-Operation are offered to you if you are an S. W. Agent.

Do not stand aside and let the other fellow get it. Write us to-day for our Agency Proposition, and let us start now to help you increase the demand in your town and help you secure more and better business.



## THE SHERWIN-WILLIAMS Co.

*of Canada, Limited*



PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS

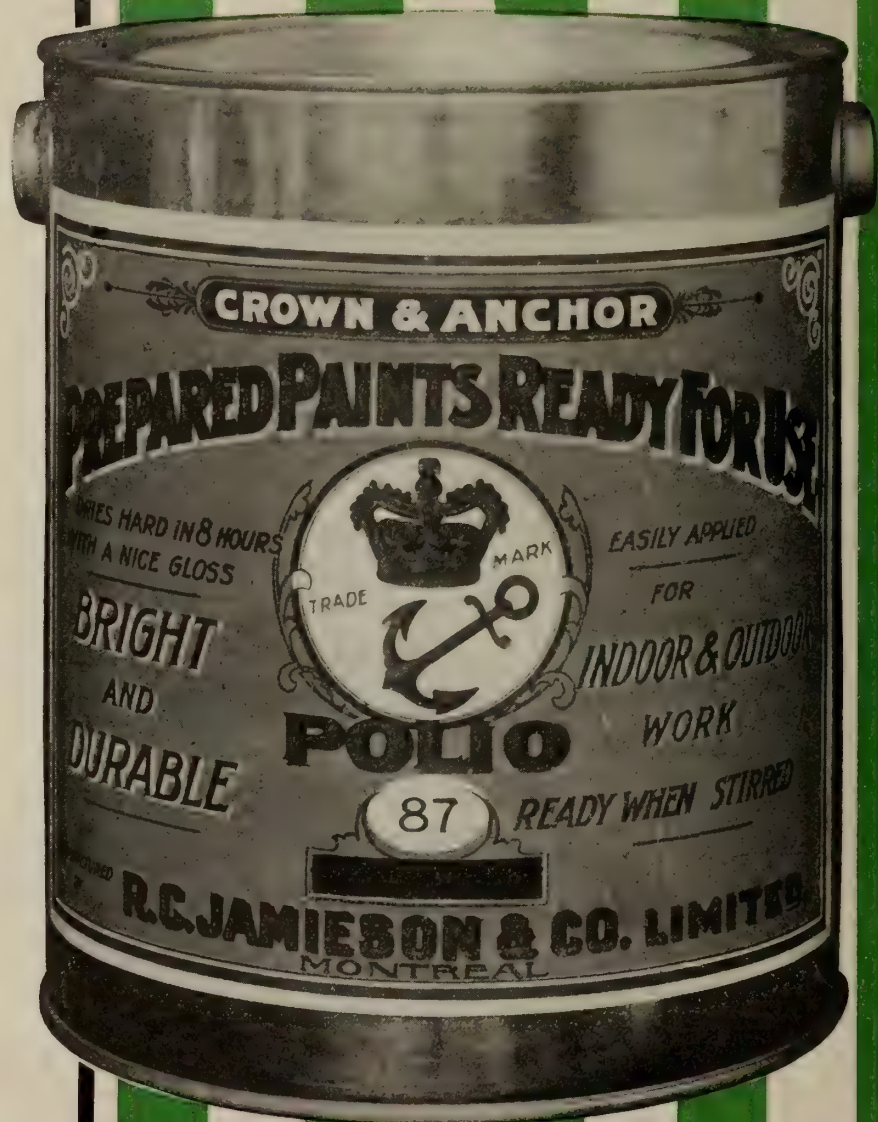
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.  
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S.  
LONDON, ENG.

*If interested, tear out this page and keep with letters to be answered.*



# An Evolution — *in Paints*

Jamieson's  
Paints  
have set a  
new high  
standard  
in Quality  
and Value







**T**HE more a man knows about paint  
the more he looks for quality

Jamieson's Paints and Varnishes will give entire satisfaction to even your most exacting customers. They are made to serve and are honest value at a moderate price.

It may be possible to secure paint which sells at a higher figure, but a better paint is not made.

We invite your investigation of

## The Jamieson Line

Satisfaction and increased demand are positive, and the dealer's profit is a generous one.

We make no extravagant claims but will stand behind all our statements. If you are looking for more sales, better profits, and a better satisfied circle of paint and varnish customers, write us to-day. A post-card will do.

**R. C. Jamieson & Co., Limited**

Established 1858

Montreal, Canada

Owning and Operating P. D. DODS & CO., LIMITED



# Ramsay's Paint!

The  
Right  
Paint

At  
Your  
Service



Profits:—

Are you satisfied  
with the profits of  
your paint department  
at to-day's  
prices?

If not we can help  
you —Try us.

To  
Paint  
Right

## A. Ramsay & Son Company

Established 1842

Toronto

-

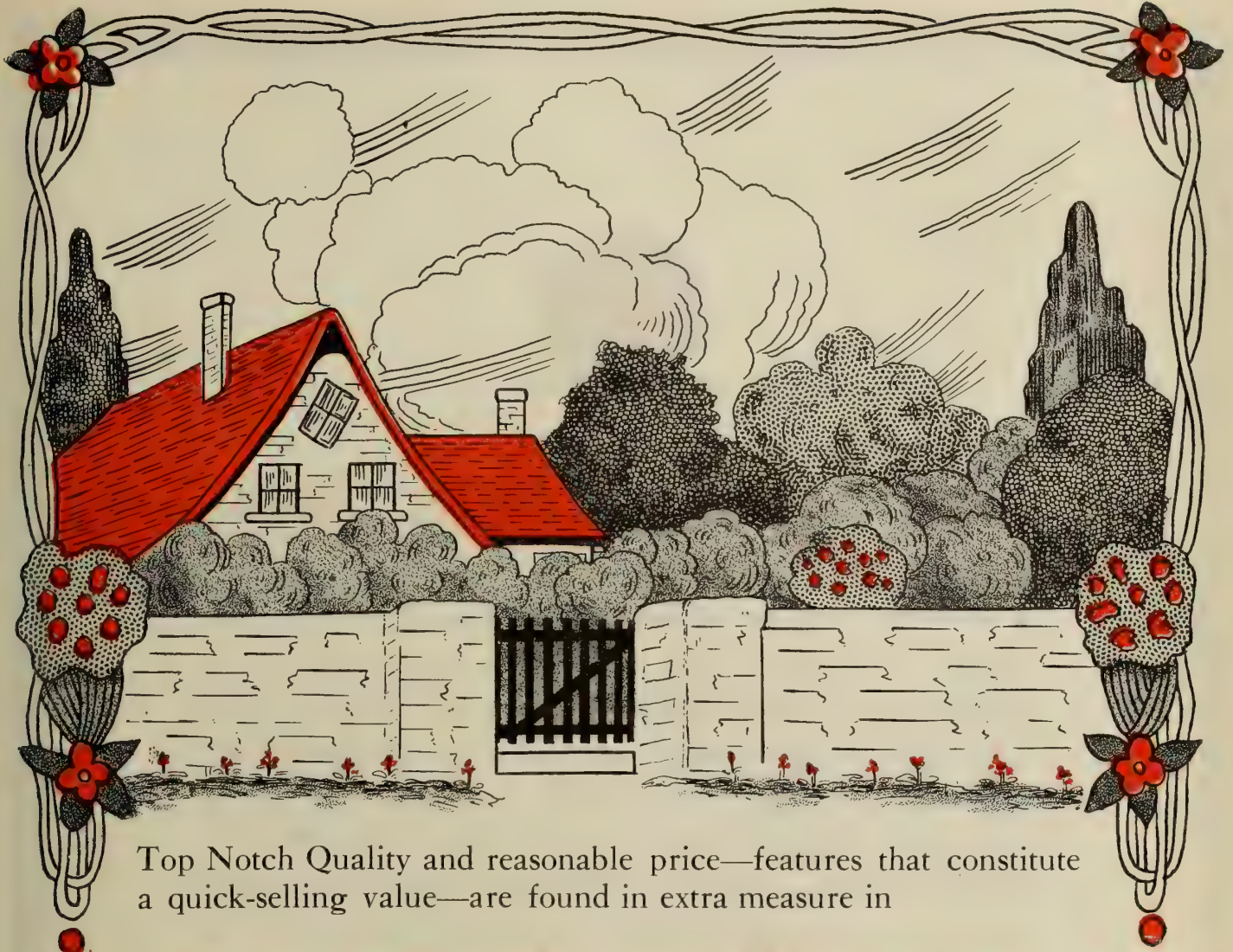
MONTREAL

-

Winnipeg

*If interested, tear out this page and keep with letters to be answered.*





Top Notch Quality and reasonable price—features that constitute a quick-selling value—are found in extra measure in

## **Moore's Paints and Varnishes**

Our dealer agents are enthusiastic over the profit-producing qualities of our products. You'll be too.

*Drop us a card for agency propositions.*

### **The Moore Line**

- MURESCO** — The best wall finish.
- HOUSE COLORS** — A pure linseed oil paint.
- FLOOR PAINT** — Dries hard over night.
- MOORAMEL** — Perfect flowing enamel.
- TILE-LIKE** — Varnish and stain combined.
- SANI-FLAT** — A non-poisonous flat oil paint.



# **Benjamin Moore & Co., Limited**

## **WEST TORONTO**

*If interested, tear out this page and keep with letters to be answered.*





## Clean Out Your Slow-Moving Stock Now

The Fall season is the opportune time for the dealer to place his paint department on a permanent and profitable basis. Stocks are then low and the odd lots can be disposed of at cost, in order to enable you to put in a complete stock of "CANADA PAINT," which is the line of Paints and Varnishes mostly in demand by the public to-day.

The most successful merchants adopt a firm policy of carrying only one complete line of high grade paints and varnishes, as each product sold helps the sale of all other articles offered under a similar label. The line must have merit and be supported with the right kind of advertising.

The quality and advertising which keeps the "CANADA PAINT" brand constantly before your customers, will be a big asset to your business, and now is the time to make arrangements accordingly.

### **The Canada Paint Co., Limited**

572 William Street, Montreal  
112 Sutherland Avenue, Winnipeg





## Tie Your Store to Our Big 1917 Sales Plan

The sales plan for the coming season eclipses all previous attempts. "CANADA PAINT" exclusive agency will be the means of securing much new trade, because of the quality of our products and the modern, aggressive sales-making methods adopted.

While our agents are supplied with a most attractive and complete line of advertising, they are also supported with sales promotion plans of the business-getting kind.

Our new methods will open the door to big trade possibilities that can be developed into handsome profits.

Allow us the opportunity of explaining the benefits derived from our "CANADA PAINT" Exclusive Agency.

Write us to-day for full particulars.

### **The Canada Paint Co., Limited**

572 William Street, Montreal  
112 Sutherland Avenue, Winnipeg



# Are You On Our Black List?

**IF NOT—WHY?**

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies and Dependencies who buy exclusively the Blacks made by

**THE L. MARTIN CO.**



This Seal on Every Package



**1849 1916**

Is Your Guarantee



**WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?**

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Sixty-Seven Years' Experience has taught us Some Things about the Black Business which may interest you.

Sixty-Seven Years' Reputation behind each Package will help Your sales. Grinding Blacks that are unmatched in Strength, Color and Delicacy of Tone will solve your Black Problem.

**SEND US YOUR TRIAL ORDER—THEN**

**YOU WILL REMAIN ON OUR BLACK LIST**

**THE L. MARTIN CO.**

Works: Philadelphia, Pa.  
Johnsonburg, Pa.

Office: 81 Fulton Street  
New York

Cincinnati  
London, Eng.

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils Varnishes, Glass, Etc.

## The House for Quality and Prompt Service

Quality, prompt service and reasonable price is our policy and it has proved a mighty popular one.

Our customers find it is very profitable business dealing with us, which is evident by the steadfastness of their re-orders.

Next time you require anything in the lines as listed herewith, send your order to us—for seeing is convincing.

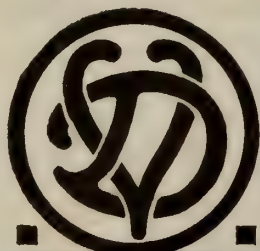
### *SPECIALTIES:*

Castor Oil  
Linseed Oil  
Pumice Stone  
Putty  
Shellac  
Bluestone  
Glues  
Paris Green  
Cutlery  
White Lead

**Sanderson Percy & Co.  
Limited**

**61-63-65 Adelaide St. West, Toronto, Ont.**





**THE  
DOUGALL  
VARNISH  
CO., LIMITED**

**J.S.N. DOUGALL  
PRESIDENT.**

**MONTREAL  
CANADA.**

Associated with  
**Murphy Varnish Co.**  
U.S.A.

**"THE VARNISH THAT LASTS LONGEST"**

**IF YOU FEATURE**

## **Dougall Varnish**

the results will soon be evident to you.

We specialize in varnishes and make nothing else. We have a varnish for every purpose and each one exactly suited to the purpose for which it is made.

Will you allow us to assist you in building up a bigger business in varnishes?

**The Dougall Varnish Co., Limited  
MONTREAL**

## **FIRE NOTICE**

We beg to advise the trade in reference to our recent fire loss, our woodworking factory only was affected. ALL OTHER DEPARTMENTS INCLUDING OUR PAINT-GLASS-HARDWARE-MANTEL AND TILE DEPARTMENTS, SITUATED IN ANOTHER PART OF THE CITY, WERE NOT IN ANY WAY AFFECTED BY THE FIRE, AND ALL ORDERS FOR LINES AS HANDLED BY THE HARDWARE TRADE WILL RECEIVE OUR USUAL PROMPT AND CAREFUL ATTENTION.

Our stocks of WINDOW AND FANCY GLASS for Fall trade are complete. For service, mail, wire or phone your orders to nearest shipping point. STOCKS CARRIED AT SWIFT CURRENT, SASKATOON AND WINNIPEG.

**The Winnipeg Paint & Glass Co., Limited**

**SASKATOON**

**SWIFT CURRENT**

**WINNIPEG**

*If interested, tear out this page and keep with letters to be answered.*





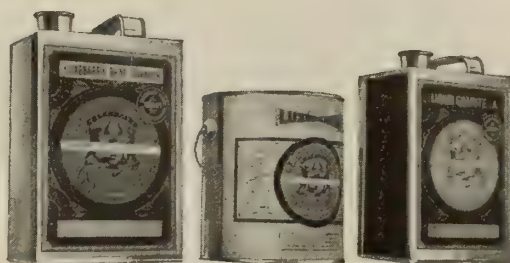
BLUE BARRELS

# Livingston Linseed Oil Brands are Always Guaranteed

**"PURE, THAT'S SURE"**

If your jobber does  
not handle them  
write direct to

The  
**Dominion Linseed Oil Co.**  
LIMITED  
BADEN — TORONTO — MONTREAL



## Honest Varnish Value

is guaranteed by this label. Every product sold under it is true to description and absolutely reliable for the use intended.

Even the smallest consumers have learned that "if it's Berry's it's all right."

It is this justified confidence that makes our varnishes and enamels so safe to recommend and easy to sell.

**LUXEBERRY WHITE ENAMEL**—whitest white, stays white. Makes a permanent snow-white finish in either dull or gloss effects.

**LIQUID GRANITE**—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

**LUXEBERRY WOOD FINISH**—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Make your varnish business grow by featuring Berry Brothers' line.

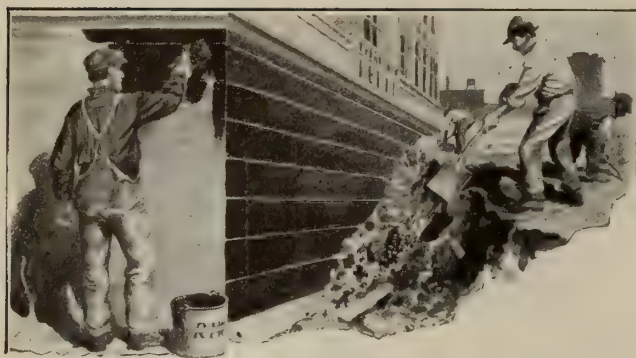
Write for descriptive price list  
and interesting dealers' proposition.

**BERRY BROTHERS**  
(INCORPORATED)  
World's Largest Varnish Makers  
Established 1858  
WALKERVILLE, ONT.

(37)

*If interested, tear out this page and keep with letters to be answered.*





*"This cellar will be dry"*

THERE will be no trouble here from dampness getting into this cellar wall. I am applying a coating that will keep it as tight as a drum. It is the best material I know of, and it is called—

**R. I. W. MARINE CEMENT**  
REMEMBER ITS WATERPROOF  
R. I. W. REG. U.S. PAT. OFF.

R. I. W. Marine Cement is applied from footings to grade level of brick, stone and concrete foundation walls. Very successfully used on the McKinley Memorial Monument at Canton, Ohio.

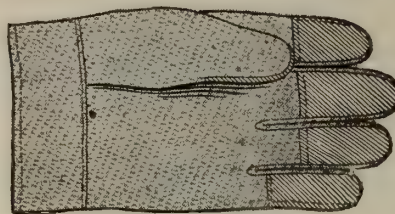
When wood flooring is to be laid over cinder concrete the sleepers and under side of the flooring should be coated with R. I. W. Trimbak, followed by R. I. W. Marine Cement over the concrete and sleepers before the flooring is laid.

Applied cold with a brush or swab.

Write for a copy of the Red Book from Dept. 50.

**R. I. W. DAMP-RESISTING PAINT CO.  
TOCH BROTHERS**

Gerrard St. and Carlaw Ave.  
TORONTO, ONTARIO, CANADA



**Cotton  
Glove  
Time**

Always—Winter and Summer—our Tapatco Cotton Gloves are in demand; only you must suggest them to your customers.

They save the hands from scratches and wounds, and from becoming soiled. Being easy-fitting they are cool in Summer, warm in Winter.

**TAPATCO COTTON GLOVES**  
REGISTERED BRAND TRADE MARK

Best of all they are so cheap that price is never an obstacle between you and your customer.

Made in many styles. Leather-tipped, leather-faced. Gauntlets, etc.

*Order through your jobber.*

**The American Pad & Textile Co.  
CHATHAM, ONT.**

**JAMES CARTLAND & SON**

**BIRMINGHAM, ENGLAND LIMITED**

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.  
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER



Simple  
Effective  
Compact

1796 Iron  
¾ screw ... 4/  
¾ screw.... 6/6  
1795 Brass  
¾ screw.... 5/6  
¾ screw.... 8/6  
1797 Gun Metal  
¾ screw.... 6/6  
¾ screw.... 10/6  
each.

Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND NAVAL  
BRASS FOUNDRY**

Original Patentees and Manufacturers of  
Cartland Patent Helical, Climax, Adjustable and  
Reliable Door Springs

**FANLIGHT OPENERS AND GEARINGS OF EVERY KIND**

Architects' Own Designs and Special Requirements Carefully Executed.  
Our new Catalogue, fully illustrated, mailed free on application to  
Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.  
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

PROBABLY not one home in ten in your community possesses a washing machine. And the explanation is that WASHERS HAVEN'T BEEN SUGGESTED TO THEM BY THE LOCAL SELLERS OF WASHERS.

Show women the

**London No. 1  
Washer**

and they'll become eager to possess it. A marvelously simple washer, cleans the dirtiest and greasiest of clothes in 4 minutes. Exceedingly easy on finest fabrics.

Send for booklet describing it fully. There is more money in this washer for you than in any other high-grade washer on the market. Investigate.



**The London Foundry Co., Ltd.**  
LONDON, ONTARIO, CANADA

*If interested, tear out this page and keep with letters to be answered.*



# SAVE YOUR MONEY

FOR THE  
DOMINION WAR LOAN

TO BE ISSUED IN SEPTEMBER.

By purchasing a bond you will help to WIN THE WAR and obtain for yourself an investment of the highest class yielding a most attractive rate of interest.

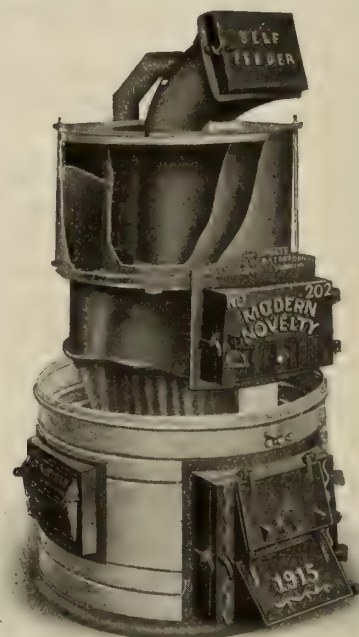
DEPARTMENT OF FINANCE  
OTTAWA.

## DEALERS, ATTENTION

### NOVELTY SELF-FEEDER HOT AIR FURNACES *are the best sellers*

The whole trade wants them because they make sales; because they save—  
**TIME, LABOR, COAL**

Because they heat equally  
**ALL DAY and ALL NIGHT**



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—  
**THEY COST NO MORE**

*Write now for Catalog and Prices.*

**Toronto  
Furnace & Crematory  
Company, Limited**

HEAD OFFICE :  
111 King St. East, TORONTO

*See our display, Stove Building, at  
Toronto National Exhibition.*



**The INFALLIBLE GLAZIER'S DIAMOND**

Just the Tool for Inexperienced Glass Cutters

MADE BY

**A. SHAW & SON, London, England**

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

*If interested, tear out this page and keep with letters to be answered.*



— ESTABLISHED 1830 —

# SPOKE SHAVES

Made of Beech, Applewood and Boxwood. Best Steel Blades.



Plain



Screw Iron

Manufactured by  
**WILLIAM JOHNSON** **HEDENBERG** **NEWARK, N.J.**  
**WORKS**

WRITE TO-DAY FOR BOOKLET SHOWING COMPLETE LINE.

## TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel  
 Best Quality Steel Plough Rope  
 Wire  
 Piano Wire, Needle Wire  
 Spring Wire, Hackle Pin Wire  
 Umbrella Wire  
 Hard and Tempered Flat Wire, 1/4"-  
 3/4" wide for Buses  
 Steel Wire for Metal Fret Screws  
 Galvanized Wire for Hawsers and  
 Submarine Cables

### J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,  
 SHEFFIELD, Eng. Telegrams: "Shipman Sheffield."  
 Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave.,  
 Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

## A Timely Suggestion Preserving Time is Scale Time

Secure the appreciation of your customers by  
 selling

### Chatillon Scales

We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

### JOHN CHATILLON & SONS

85 Cliff Street

New York City

Scale Makers since 1835

The Wise Men of the West handle OWL METAL



There is twice the babbitt value in Owl Metal than others. Sell Owl Babbitt to machinists, manufacturers, farmers, lumber mills, and sawmills. Sell Owl Solder to plumbers and tinsmiths—and you'll give repeat order satisfaction. Your customers are collecting OWL coupons for technical books. Stock OWL Solders, etc., and satisfy them.

WRITE FOR DISCOUNT TO TRADE.

### The Owl Metal Co., Limited, Winnipeg, Canada

*If any advertisement interests you, tear it out now and place with letters to be answered.*



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. &amp; H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

## Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—  
Little Work,  
in the Home  
Laundry with  
this LABOR  
SAVER.

Style "B"  
made with-  
out electric  
motor for  
use with  
Gasoline,  
Steam en-  
gine or  
Windmill.

Great for the  
Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton,

Ontario



## High Quality TOOLS

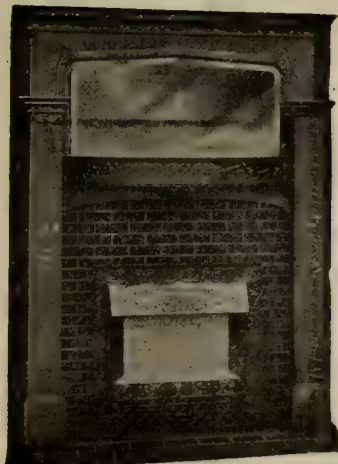
that you'll find  
very profitable

A complete assortment of  
Beveled Edge Shank and  
Socket Chisels, Pattern  
Makers' Chisels and  
Gouges, and Handled  
Turning Tools.

Write for catalog and full  
particulars.

**Buck Brothers**

Milbury, Mass., U.S.A.



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists  
therein. We give you the best there is  
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**

9 and 11 Pitt St. East, Windsor, Ont.



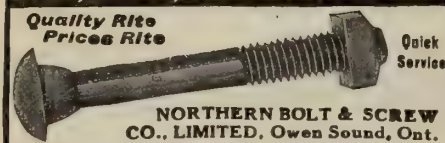


# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite  
Prices Rite



Quick  
Service

NORTHERN BOLT & SCREW  
CO., LIMITED, Owen Sound, Ont.



### Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry  
PERTH, ONT.

### FOOD CHOPPERS

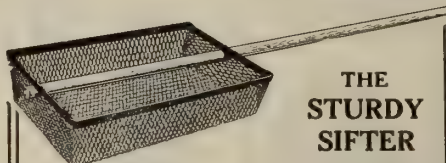


Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

## Seals

Drop a card for prices and particulars  
HAMILTON STAMP & STENCIL WORKS, LTD.  
HAMILTON, ONT.



### THE STURDY SIFTER

The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by

THE COLLINS MFG. CO.  
415 Symington Avenue, - Toronto

## \$469.20 a Year for National Advertising

A half-page advertisement in MacLean's Magazine, every issue for a year (12 times), costs \$469.20.

Figured out proportionately, it means:

\$164.22	to influence	Ontarians,
\$102.00	"	Quebecers.
\$23.46	"	New Brunswickers.
\$28.15	"	Nova Scotians,
\$4.69	"	P.E. Islanders,
\$32.84	"	Manitobans,
\$37.54	"	Saskatchewanans,
\$28.15	"	Albertans,
\$28.15	"	British Columbians,
(This division on the basis of provincial populations.)		

Really, when you break it up this way, the amount per province for a whole year's powerful influence is ridiculously small.

Honestly, can you say "I can't afford \$469.20 a year for national advertising?"

## MACLEAN'S MAGAZINE

Can perform a service for you, at a price, which you cannot have rendered by any other single medium, or at so low a cost.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by  
The MacLean Publishing Co., Limited  
143-153 University Avenue, Toronto, Ontario



### Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. A sure good sale and splendid profit. Order it now.

R. E. BLOOMER  
KEITHSBURG, ILL.

### The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.  
New Haven, Conn.



## Live Agents Wanted Safety Razor Blades Sharpened

I have the best machine on the market. Each blade is sharpened by hand and not by an automatic machine. Gillette blades made as good as new. Durham-Duplex. Ever-Ready. Gem and other blades the same.

H. M. Ford  
284 Beaver Hall Hill  
MONTREAL, QUE.

Write for  
commissions

Phone Uptown  
6807

If interested, tear out this page and keep with letters to be answered.



—the mark  
that  
means  
lamp efficiency



—the mark  
that  
guarantees  
lamp satisfaction

## SUN-RAY TUNGSTEN-NITROGEN LAMPS

There is no better lamp made than the well-known Sun-Ray brand. Dealers are building up sales and reputations by handling these lamps. Fall into line and boost your lamp trade. Remember satisfaction is guaranteed with this brand. Write to-day for prices; or better still, send in your Fall order.

DISTRIBUTORS:

**THE AMALGAMATED ELECTRIC CO. OF CANADA**  
75 BAY STREET, TORONTO



## RAWHIDE HALTERS

**If a horse breaks the leather inside of twelve months, we replace it free, with no expense to you.**

Silbert's Plum Coulee Halters are the original and only guaranteed rawhide halter on the market. Every halter and strap is made of **Genuine Rawhide** leather, cured by our own process. A red tag is attached to every Silbert Halter, and is a guarantee to the purchaser that it is made of **Genuine Rawhide** leather.

**MADE IN DIFFERENT STYLES AND PRICES  
BOTH HORSE AND COLT SIZES**

We Also Supply Shanks and Whip Lashes Made of Rawhide Leather.

**PROMPT SHIPMENT OF ALL ORDERS NOW GUARANTEED  
SEND US A TRIAL ORDER**

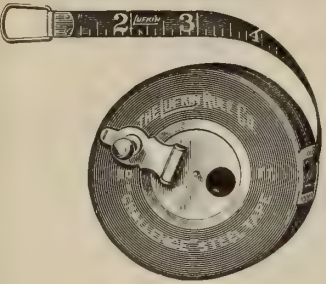
**R. R. KINREAD**

Wholesale Jobber of Rawhide Leather

**OFFICE:—286 Bannatyne Ave.  
WINNIPEG**

*If interested, tear out this page and keep with letters to be answered.*





## THE NEW POPULAR PRICED


# ***LUFKIN*** "Banner" Steel Tape



Rapidly taking its place with the other familiarly known Lufkin Brands, "Reliable," "Challenge," "Rival," etc.

The "BANNER" is an Accurate, First-Quality Steel Tape.

It has *Instantaneous* Readings.  
Foot number at each inch.  
Originated by us.



It also has metal-lined case, push button, etc.  
SELLS AT A PRICE WITHIN REACH OF  
MANY USERS OF WOVEN TAPES.

**THE LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

## GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremaecee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

**The R. McDougall Company**  
Limited  
GALT, CANADA



## PAPER BALERS

Prest Steel  
—Climam  
and Jewel

*Ask for Circulars*

**WALTER WOODS & CO.**

HAMILTON

WINNIPEG



**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

## CROWBARS

No. 102-A—CHISEL POINT

**B. J. COGHLIN CO., LIMITED, Office and Factory : Ontario St. East, MONTREAL**







## "HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

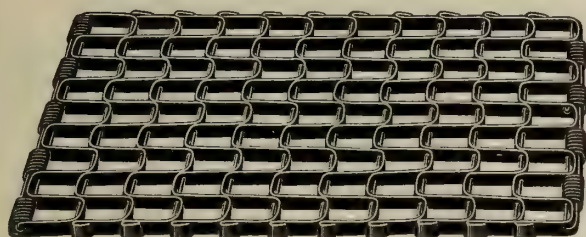
Order a stock for May and June—the parrot season.

**THE ANDREW B. HENDRYX CO.**  
New Haven, Conn.



## "Keystone" Flexible Steel Door Mats

*Wear for Years*



A big seller because there is nothing better for the purpose. Note the flexible construction; the wearing surface; then consider the material—non-rustable galvanized ribbon steel. Easily cleaned, exceptionally neat in appearance, and priced right.

OUR DESCRIPTIVE LITERATURE  
GLADLY SENT UPON REQUEST.

Your Jobber Will Quote You.

**Port Hope Mat & Mfg. Co.**

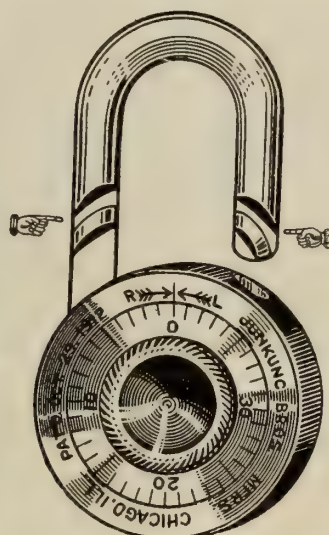
SOLE MANUFACTURERS

Port Hope

Ontario

Canada

## A Combination Lock



which gives satisfaction to your customers, means increased sales and profits for you.

Our locks are perfect in workmanship and material, and every lock is fully guaranteed. Triple combination click locks can be opened in the dark.

Profits for you  
Satisfaction for your customers

Write for prices and descriptive pamphlet.

**Canadian Combination Lock Co.**

OTTAWA

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO



MADE IN  
CANADA

It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.



## A Neat, Tidy Store and a Nicely Displayed Stock DRAWS TRADE



Interior of Alexander & Sons' Store, Campbellton, N. B.

### Any User of BERLIN HARDWARE DISPLAY CABINETS Will Tell You That—

They make the store a great deal more attractive and they display the goods in a very effective manner.

They attract a better class of trade—the trade that has the most money to spend—a trade that leaves you a larger margin on a sale.



They make the store appeal stronger to the trade because they introduce a system that enables you to give quick service.

They save you time because of the system they introduce and of the fact that goods are displayed on front of boxes, display front compartments or glass doors which enable customers to make selection more quickly.

They enable you to store more goods in space available.

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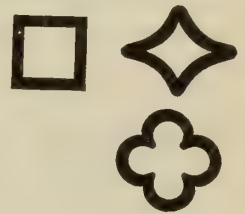
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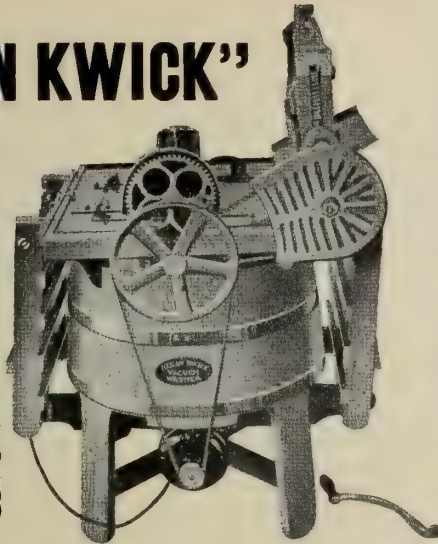
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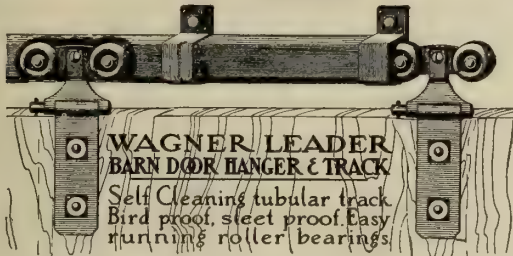
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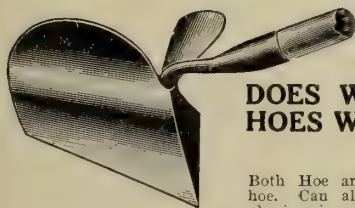
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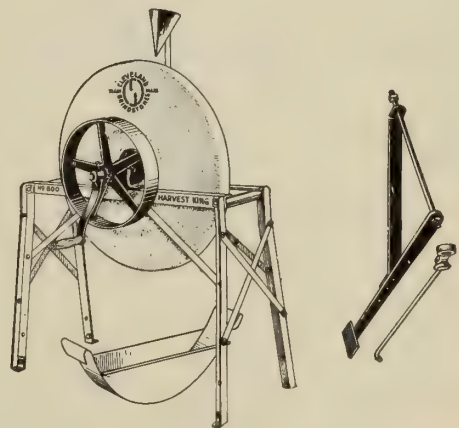
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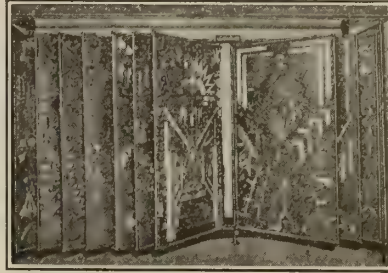
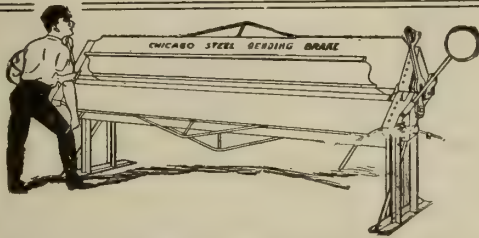
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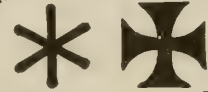
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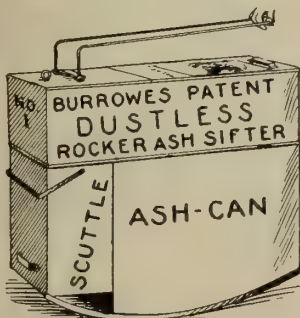
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THE BANNER is a great seller this year on account of the low price.

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WHOLESALE HOUSE.

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Auger Bits**

Two styles  
of shanks, —  
three threads for  
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- Chains, Tire.**  
Leather Tire Goods Co., Niagara Falls, N.Y.
- Chairs, Folding**  
McFarlane Ladder Works, Toronto.
- Chairs, Step Ladder.**  
Stratford Mfg. Co., Stratford.
- Chamois Skins.**  
Sanderson, Percy & Co., Toronto.
- Chasers.**  
Pratt & Whitney Co., Dundas.
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Water Woods & Co., Hamilton.
- Chimney Tops.**  
Hamilton & Toronto Sewer Pipe Co., Toronto.
- Chisels.**  
Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield, Mass.
- Chucks, Drill.**  
Millers Fals Co., New York, N.Y.
- Churns, Barrel.**  
Cummer-Dowdwell, Ltd., Hamilton.
- Churns.**  
Landers, Frary & Clark, New Britain, Conn.
- Cigar Lighters, Electric.**  
Metal Specialties, Chicago.
- Clamps, All Kinds.**  
Goodell-Pratt Co., Greenfield, Mass.  
L. S. Starrett Co., Athol, Mass.  
National Machinery & Supply Co., Hamilton.
- Clippers, Horse, Toilet.**  
American Shearer Mfg. Co., Nashua, N.H.
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- Cleavers, Butchers'.**  
John Chatillon & Sons, New York.
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McFarlane Ladder Co., Toronto.  
Stratford Mfg. Co., Stratford.  
Cummer-Dowdwell, Ltd., Hamilton.  
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- Clothes Lines.**  
Walter Woods & Co., Hamilton.
- Clippers.**  
American Shearer Mfg. Co., Nashua, N.H.
- Clothes Reels, Lawn.**  
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- Coffee Mills.**  
Landers, Frary & Clark, New Britain, Conn.
- Clothes Pins.**  
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The Barton Netting Co., Windsor, Ont.
- Coal Chutes.**  
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- Collar Pads, Horses.**  
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- Coal Hods.**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Coal Oil Burners.**  
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- Cocoa Door Mats.**  
Meakins & Sons, Ltd., Hamilton.
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- Color Distemper.**  
Martin-Senour Co., Montreal.
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Canada Paint Co., Montreal.  
The Ottawa Paint Works, Toronto.  
Sanderson, Percy & Co., Toronto.  
G. F. Stephens & Co., Winnipeg.  
Sherwin Williams Co., Montreal.
- Colors in Oil.**  
A. Ramsay & Son, Montreal.
- Colors in Japan.**  
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Berry Bros., Walkerville, Ont.  
The Canada Paint Co., Ltd., Toronto.  
Martin-Senour Co., Montreal.
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Martin-Senour Co., Montreal.  
Benjamin Moore & Co., Toronto.  
The Sherwin-Williams Co., Ltd., Montreal.
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- Concrete Paints.**  
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Brandram - Henderson, Ltd., Montreal.
- Concrete Mixers.**  
Aylmer Pump & Scale Co., Aylmer.
- Concrete Reinforcements.**  
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Factory Products Ltd., Toronto.
- Conductor Heads, Ornamental.**  
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- Copper Ingots.**  
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Walter Woods & Co., Hamilton.  
Consumers Cordage Co., Montreal.
- Cord.**  
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Metallic Roofing Co., Ltd., Toronto.
- Cornice Brakes.**  
Brown Boggs Co., Hamilton.  
The Steel Bending Brake Works, Ltd., Chatham.
- Cornices, Galvanized.**  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.
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- Copper, Spring.**  
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Canada Metal Co., Toronto.
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- Counters.**  
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- Countersinks.**  
Goodell-Pratt Co., Greenfield, Mass.
- Counter Scales.**  
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- Counter Check Books.**  
McCaskey Systems, Toronto.
- Counters, Nail.**  
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Canadian Tube & Iron Co., Montreal.
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Leather Tire Goods Co., Niagara Falls, N.Y.
- Cranes, Electric, Hand.**  
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- Crate Openers.**  
The Bridgeport Mfg. Co., Corp., Bridgeport, Conn.
- Cranes, Wall and Overhead.**  
Manitoba Bridge & Iron Wks., Winnipeg.
- Cross Arm Braces.**  
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Landers, Frary & Clark, New Britain, Conn.  
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The Wm. Rogers Mfg. Co., Niagara Falls.  
Lewis Bros., Ltd., Montreal.  
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Caverhill, Learmont & Co., Montreal.
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Geo. Wostenholm & Sons, Sheffield, Eng.  
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The most practical and  
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FOR DOORS ONLY

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We have economical  
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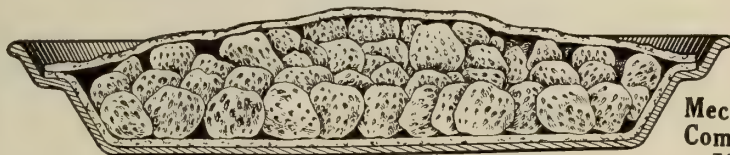
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It eliminates boiling over, saves sugar, retains the juice and flavor.  
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Made in tin, enamel, and aluminum, two sizes in each.  
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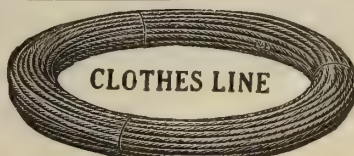
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## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Wire Nails, Coiled Spring, Barb and Plain  
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**Drill Chucks.**  
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Mass.

**Drills, Bench.**  
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Millers Falls Co., New York,  
N.Y.

**Drills, Breast.**  
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Mass.  
Millers Falls Co., New York,  
N.Y.  
The Stanley Rule and Level Co.,  
New Britain, Conn.  
North Bros. Mfg. Co., Philadel-  
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**Drill Chucks.**  
Goodell-Pratt Co., Greenfield,  
Mass.

**Drills, Chain.**  
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Millers Falls Co., New York,  
N.Y.  
North Bros. Mfg. Co., Philadel-  
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Millers Falls Co., New York,  
N.Y.  
North Bros. Mfg. Co., Philadel-  
phia, Pa.

**Drills, Ratchet.**  
Goodell-Pratt Co., Greenfield,  
Mass.  
Pratt & Whitney Co., Dundas.

**Drills, Reciprocating.**  
Goodell-Pratt Co., Greenfield,  
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Pratt & Whitney Co., Dundas.

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G. F. Stephens & Co., Winnipeg.  
Allan Munro Color Co., Mont-  
real.

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Winnipeg Ceiling & Roofing Co.,  
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**Edge Tools.**  
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ronto.

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Jas. Morrison Brass Mfg. Co.,  
Toronto.  
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Co., Ltd., Hamilton.  
Tallman Brass & Metal Co.,  
Hamilton.  
Barton Netting Co., Windsor.

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sor.  
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Owen Sound.

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G. F. Stephens & Co., Winnipeg.

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Dougall Varnish Co., Ltd., Mon-  
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A. Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
Berry Bros., Walkerville.  
The Ottawa Paint Works, To-  
ronto.  
Sanderson, Percy & Co., To-  
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Martin-Senour Co., Montreal.  
Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.

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**Enamelware**  
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ronto.

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Brown, Boggs Co., Ltd., Hamil-  
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Mass.

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J. E. Beauchamp & Co., Mont-  
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Screen**  
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don.

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The Steel Co., of Canada, Ltd.,  
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**Fencing, Woven Wire**  
The Steel Co., of Canada, Ltd.,  
Hamilton.

**Fence Staples**  
Canadian Tube & Iron Co., Ltd.,  
Montreal.  
Steel Co. of Canada, Hamilton.

**Fillers**  
Brandram - Henderson, Ltd.,  
Montreal.  
Berry Bros., Walkerville, Ont.

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ton.

**Firepots, Gasoline**  
Brown, Boggs Co., Ltd., Hamil-  
ton.

**Fire Dept. Supplies**  
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ronto.

**Fittings**  
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**Fittings, Lavatory, Bath**  
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**Foot Powers**  
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Mass.

**Iron, Pig**  
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treal.

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Northern Electric Co., Montreal.

**Fire Door Fixtures**  
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Richards-Wilcox Canadian Co.,  
London.  
F. W. Lamplough & Co., Mont-  
real.

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Canada Wire & Iron Goods Co.,  
Hamilton.  
The Barton Netting Co., Wind-  
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**Fire Extinguishers**  
Gutta Percha & Rubber Co.,  
Montreal.

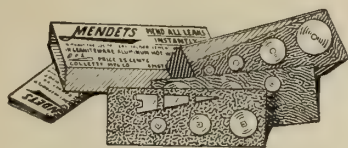
**Finials, Metallic**  
Metallic Roofing Co., Ltd., To-  
ronto.

**Fire Door Terne Plate**  
Roofers' Supply Co., Ltd., To-  
ronto.

**Fireproof Doors**  
Metallic Roofing Co., Toronto.

**Fire Brick**  
Manitoba Bridge & Iron Wks.,  
Winnipeg.





# MENDETS

A PATENT PATCH

**Wonderful Invention! Big Seller!**

**MENDS ALL LEAKS INSTANTLY**

In Granite Ware, Hot Water Bags, Tin, Copper, Brass and Sheet Iron, all cooking utensils and rubber goods, **without the use of Heat, Solder, Cement or Rivet.**

Mendets are not affected by extreme heat, and when applied to a leak fit so closely to the surface of the article mended that they make a better and neater appearance than when soldered.

## A Big Money-Maker for Merchants

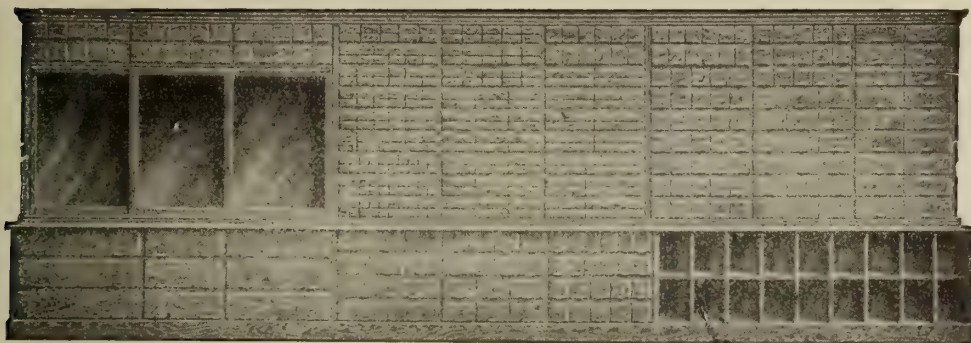
An important feature of Mendets is that where a family once uses them they will never be without them. They'll come back to you for more. They'll tell their friends and neighbors, and they'll come too.

The following Wholesale Hardware Dealers sell Mendets:

Whites, Limited, Collingwood, Ontario; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Limited, London, Ont.; D. H. Howden & Co., Limited, London, Ont.; Thos. Birkett & Son Co., Limited, Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall-Wells Alberta Co., Limited, Edmonton, Alta.; Walter Woods & Company, Winnipeg, Man.; The Rogers Hardware Co., Limited, Charlottetown, P.E.I.; Thompson & Sutherland, Limited, North Sydney, N.S.; Merrick-Anderson Co., Limited, Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Limited, Winnipeg, Man.; Bond Hardware Co., Limited, Guelph, Ont.



**Collette Mfg. Co., Collingwood, Ont., Canada**



## Dreaming of a finer store?

Every progressive hardware man is. A fine store attracts and holds customers. An investment in fine fittings is soon recovered. Then there is this: A well-arranged, well-fitted store saves man-time and man-time is easily the heaviest item in your year's expense. Let us help you.

## Make Your Dreams Come True.

Look at the illustrations on this page. Study each one closely. Notice how compact your stock can be, how accessible, how better service can be given your customer. What stands between you and the realization of your dreams? Is it the cost? Do you know what the cost will be? Have you ever looked into the question? Have you the courage to find out?

We'd like exceedingly to be given an opportunity to give you an estimation on fittings of the sort illustrated for your own store. If you would rather send for our catalogue and make calculations yourself.

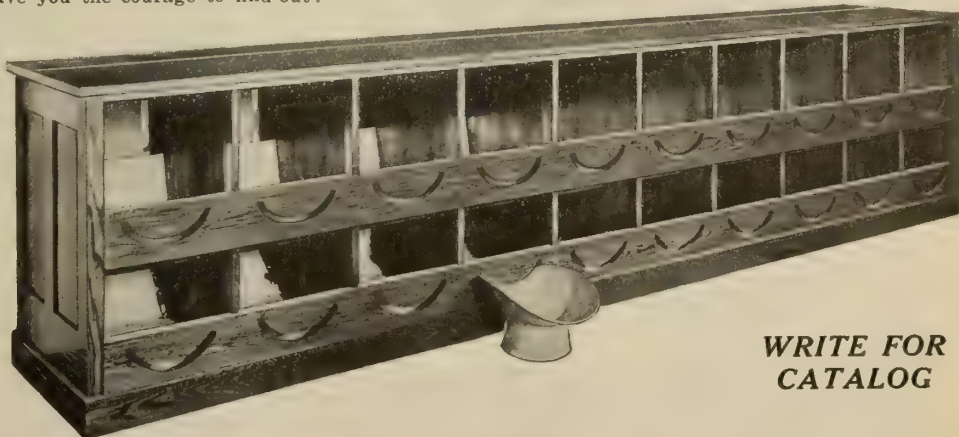
We're out to serve you, not to get your money out of you. Whatever you need or desire in shelving, display counters, nail bin counters, screw cuses, etc., we can supply.

**Cameron & Campbell**

*Sole Manufacturers*

**TORONTO - CANADA**

**P.S.** We are ready to sketch out a plan for the rearrangement and refitting of your store—this gratis, on request. Send rough sketch of store and measurements.



**WRITE FOR CATALOG**

*If interested, tear out this page and keep with letters to be answered.*



**Flashlights**

Interstate Electric Co., Toronto.  
Canada Dry Cells, Ltd., Winnipeg.  
Factory Products, Ltd., Toronto  
Northern Electric Co., Montreal.  
The Mainer Electric Co., Winnipeg.

**Flatware, Pearl Handled**

Landers, Frary & Clark, New Britain, Conn.

**Flatware, Silver-Plated**

The Wm. Rogers Mfg. Co., Ltd., Niagara Falls.  
Canadian Wm. A. Rogers, Toronto.  
McGlashan Clarke Co., Niagara Falls.

**Fixtures, All Kinds**

Walker Bin & Store Fixture Co., Berlin, Ont.

**Fixtures, Lighting**

Barton Netting Co., Windsor.  
Northern Electric Co., Montreal.

**Fishing Tackle**

The A. B. Hendrix Co., New Haven, Conn.

**Flushings, Metallic**

Metallic Roofing Co., Ltd., Toronto.

**Flatone**

The Sherwin-Williams Co., Ltd., Montreal.

**Floor Finishes**

Brandram-Henderson, Ltd., Canada Paint Co., Montreal.  
R. C. Jamieson & Co., Montreal.  
Martin-Senour Co., Montreal.  
Sherwin-Williams Co. Montreal.

**Flue Hole Beaders**

Pratt & Whitney Co., Ltd., Dundas.

**Floor Wax**

Benjamin Moore & Co., Ltd., Toronto.

**Flue Hole Cutters**

Pratt & Whitney Co., Ltd., Dundas.

**Fly Swatters**

Atlas Mfg. Co., New Haven, Conn.

**Flooring (Rubber)**

Canadian Consolidated Rubber Co., Ltd., Montreal.

**Floor Hinges**

Chicago Spring Butt Co., Chicago, Ill.  
Wm. Newman & Sons, Ltd., Birmingham.

**Floor Wax**

Sanderson, Percy & Co., Toronto.  
A. Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.

**Folding Tables and Chairs**

Stratford Mfg. Co., Stratford.  
Mecca Specialties, Toronto.  
Landers, Frary & Clark, New Britain, Conn.

**Forks and Spoons, Nickel, Silver**

Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

**Forks, Cooks**

Geo. Wolstenholm & Sons, Sheffield, Eng.

**Furnaces, Self Feeding**

Toronto Furnace Co., Ltd., Toronto.

**Foot Powers**

Goodell-Pratt Co., Greenfield, Mass.

**Foot-Power Stamping Presses**

Brown, Boggs Co., Ltd., Hamilton.

**Forgings**

Thos. Pink Co., Pembroke.  
The Jas. Smart Mfg. Co., Brockville.  
The Steel Co., of Canada, Hamilton.

**Furnaces**

Beach Foundry Co., Ottawa.  
Thos. Davidson Mfg. Co., Montreal.  
Findlay Bros. Co., Carleton Place, Ont.  
Kir-Ben, Limited, Almonte.  
The Jas. Smart Mfg. Co., Brockville.  
Toronto Furnace & Crematory Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Pease Fdy. Co., Toronto.

**Foundry Supplies**

The B. Greening Wire Co., Ltd., Montreal.

**Funnels**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Force Cups**

Canadian Consolidated Rubber Co., Montreal.  
Gutta Percha & Rubber, Ltd., Toronto.

**Forks, Digging**

Ward & Payne, Sheffield.

**Fruit Jars**

Walter Woods & Co., Hamilton.

**Fruit Jar Rings**

Canadian Consolidated Rubber Co., Ltd., Montreal.

**Furnaces, Agricultural**

The Beach Foundry Co., Ltd., Ottawa.

**Furniture Polish**

Channell Chemical Co., Toronto.

**Fuses**

Factory Products Ltd., Toronto.

**Galvanized Iron**

M. & L. Samuel, Benjamin & Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.  
Wheeler & Bain, Toronto.

**Galvanized Netting**

B. Greening Wire Co., Hamilton.

**Galvanized Pipe**

Hoyt Metal Co., Toronto.

**Galvanizezd Wares**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**

Thos. Davidson Mfg. Co., Montreal.  
The Steel Co., of Canada, Ltd., Hamilton.

**Garbage Cans**

Burrowes Mfg. Co., Stratford.  
The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Gas Fixtures**

Jas. Morrison Brass Mfg. Co., Toronto.

**Galvanized Iron Sheets**

Wheeler & Bain, Toronto.

**Galvanized Iron Work**

Metallic Roofing Co., Ltd., Toronto.

**Galvanized Sheets**

Dominion Sheet Metal Co., Ltd., Hamilton.  
Roofers' Supply Co., Ltd., Toronto

**Gauges**

Goodell-Pratt Co., Greenfield, Mass.  
The L. S. Starrett Co., Athol, Mass.  
Jas. Chesterman & Co., Ltd., Sheffield, Eng.  
The Stanley Rule & Level Co., New Britain, Conn.

**Garden and Park Seats**

The Stratford Mfg. Co., Ltd., Stratford.

**Garage Hardware**

Lewis Bros., Montreal.  
The Stanley Wks., New Britain, Conn.

**Garden Tools**

Schoener Mfg. Co., St. Cloud, Minn.  
Ward & Payne, Sheffield, Eng.

**Gasoline Tanks**

The Burrowes Mfg. Co., Toronto.

**Gates**

Banwell Hoxie Wire Fence Co., Hamilton.

**Gauges, Depth and Surface**

Goodell-Pratt Co., Greenfield, Mass.

**Gauges, Thread and Cylindrical**

Goodell-Pratt Co., Greenfield, Mass.  
Pratt & Whitney Co., Ltd., Dundas.

**Gauges, Marking**

Goodell-Pratt Co., Greenfield, Mass.

**Gauges, Steam**

Jas. Morrison Brass Mfg. Co., Toronto.

**Gear Cutters**

Pratt & Whitney Co., Dundas.

**Glass**

A. Ramsay & Son, Montreal.  
Sanderson, Percy & Co., Toronto.  
Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
The Ottawa Paint Wks., Toronto.

**Glass, Bent, Colored, Fancy**

Toronto Plate Glass Co., Toronto.

**Glass Cutting Boards**

The Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.

**Glass Cutters**

Goodell-Pratt Co., Greenfield, Mass.  
Millers Falls Co., New York.

**Glass, Figured**

A. Ramsay & Son, Montreal, Que.  
Toronto Plate Glass Importing Co., Toronto.

**Glass, Ornamental**

G. F. Stephens & Co., Winnipeg.  
A. Ramsay & Son, Montreal, Que.

**Glass, Figured, Rolled**

Toronto Plate Glass Importing Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Glass, Sheet**

A. Ramsay & Son, Montreal, Que.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.

**Glass, Wired**

A. Ramsay & Son, Montreal.  
Toronto Plate Glass Importing Co., Toronto.  
Sharratt & Newth, London, England.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.

**Gloves, Canvas**

American Pad & Textile Co., Chatham, Ont.

**Graining Colors**

The Sherwin-Williams Co., Ltd., Montreal.

**Granaries, Portable, Metal**

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graters**

Soren Bros., Toronto.

**Glaziers' Diamonds**

A. Ramsay & Son, Montreal.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.

**Gloves, Canvas, Cotton**

The American Pad & Textile Co., Chatham.

**Glue**

A. Ramsay & Son, Montreal.  
Sanderson, Percy & Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Grinding Heads**

Goodell-Pratt Co., Greenfield, Mass.

**Grindstones**

Cleveland Stone Co., Cleveland, Ohio.  
Richards-Wilcox Canadian Co., London.  
Millers Falls Co., Millers Falls, Mass.

**Grinding Wheels**

The Carborundum Co., Niagara Falls, N.Y.  
Cleveland Stone Co., Cleveland, Ohio.

**Grinders**

The Carborundum Co., Niagara Falls, N.Y.  
Cleveland Stone Co., Cleveland, Ohio.

**Gloves, Leather, Faced**

The American Pad & Textile Co., Chatham.

**Granary Lining**

Metallic Roofing Co., Ltd., Toronto.

**Granaries, Portable, Metallic**

Metallic Roofing Co., Ltd., Toronto.

**Grinders, Bench**

Goodell-Pratt Co., Greenfield, Mass.

**Grinders, Belt, Foot and Hand Power**

American Grinder Mfg. Co., Milwaukee, Wis.  
The Carborundum Co., Niagara Falls, N.Y.

**Grinders, Valve**

Goodell-Pratt Co., Greenfield, Mass.

**Grinders, Sickle and Household**

American Grinder Mfg. Co., Milwaukee, Wis.

**Grocers' Sundries**

Water Woods & Co., Hamilton.

**Gun Implements and Oil**

Marble Arms & Mfg. Co., Gladstone, Mich.

**Guns**

Harrington & Richardson Arms Co., Worcester, Mass.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Montreal.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
Caverhill, Learmont & Co., Montreal.  
Whites, Limited, Collingwood.

**Hack Saws**

The Bictor Saw Wks., Hamilton.

**Hack Saw Blades and Frames**

Goodell-Pratt Co., Greenfield, Mass.  
National Machinery & Supply Co., Hamilton.  
L. S. Starrett Co., Athol, Mass.  
Millers Falls Co., New York.  
The Bictor Saw Wks., Hamilton.

**Hack Saw Machines**

Goodell-Pratt Co., Greenfield, Mass.  
Bictor Saw Works.

**Halters, Rawhide**

R. R. Kinread, Winnipeg.





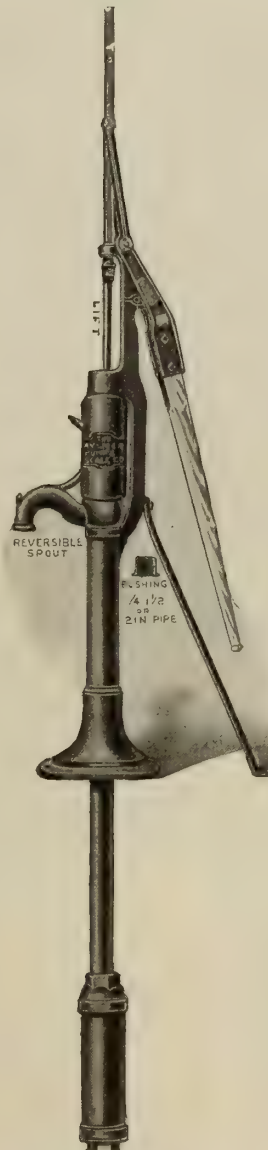
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*The Greatest Line of Easy-Working Pumps Made in Canada.*

More Real  
Pump Value  
for  
Less Money  
All Because  
of Quantity  
and Modern  
Methods.

Stock some to-day and have a real satisfactory pump business.

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Look, please, at these specifications of 514, *One of the Big Five*, and you will promptly want this one for your stock.

Heavy Built Grey Iron Body.  
Well Finished.

The Set Length is really  
Galvanized.  
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Wooden Handle.

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Six, Eight and Ten Inch.

Windmill or Hand Operating.

The Easy-Working Superior  
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Well Pipe.

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Iron Cylinder  
Made the Aylmer Way.

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*If interested, tear out this page and keep with letters to be answered.*



**Hammers**

The Jas. Smart Mfg. Co., Brockville.  
Stanley Rule & Level Co., New Britain, Conn.  
Brown, Boggs Co., Ltd., Hamilton.  
Ward & Payne, Sheffield.

**Hammers, Drop**

Brown, Boggs Co., Hamilton.

**Hammers, Raising, Riveting, Setting**

Brown, Boggs Co., Ltd., Hamilton.

**Hangers**

Richards-Wilcox Canadian Co., Ltd., London, Ont.  
Safety Door Hanger Co., Hamilton.

**Hangers, Sliding Door**

F. W. Lamplough & Co., Montreal.  
Safety Door Hanger Co., Hamilton.

**Hangers, Storm, Sash and Screen**

Safety Door Hanger Co., Hamilton.  
The Stanley Wks., New Britain, Conn.

**Handles, Cant, Hook and Peavie**

J. H. Still Mfg. Co., St. Thomas

**Handles**

Thos. Pink Co., Pembroke.  
J. H. Still Mfg. Co., St. Thomas.  
The Stanley Wks., New Britain, Conn.

**Handles, Pick Axe, Sledge, Hammer, Tack**

J. H. Still Mfg. Co., St. Thomas.

**Hardware**

Landers, Frary & Clark, New Britain, Conn.  
Lewis Bros., Ltd., Montreal

**Handscrews**

National Machinery & Supply Co., Hamilton  
Frothingham & Workman, Montreal.  
H. S. Howland Sons Co., Toronto.  
Lewis Bros., Montreal.  
Rice Lewis & Son, Toronto.

**Hardware Specialties**

The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Hardware, Sliding Door**

Allith Mfg. Co., Hamilton.

**Hardware, Metal Window**

The Jas. Smart Mfg. Co., Brockville.  
The Stanley Wks., New Britain, Conn.

**Hardware Shelving**

Cameron & Campbell, Toronto.

**Hardware Shelf Boxes**

Cameron & Campbell, Toronto.

**Hay Rakes, Wood**

J. H. Still Mfg. Co., St. Thomas.

**Harness**

R. R. Kinread, Winnipeg

**Hay Tools**

F. E. Myers & Bro. Ashland, O.  
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

**Heating Goods**

Jas. Morrison Brass Mfg. Co., Toronto.  
Pease Fdy. Co., Toronto.

**Heating, Warm Air, Hot Water and Steam**

Pease Fdy. Co., Toronto.

**Heaters, Coal and Wood**

The Thos. Davidson Mfg. Co., Montreal.  
The Beach Foundry Co., Ltd., Ottawa.

**Hard Oil Finish**

A. Ramsay & Son, Montreal.

**Hardware, Heavy**

Caverhill, Learmont & Co., Montreal.

**Hardware, Shelf**

Caverhill, Learmont & Co., Montreal.

**Hasps**

Canada Steel Goods Co., Hamilton.

**Heaters, Hot Water**

Jas. Morrison Brass Mfg. Co., Toronto.

**Heaters, Shanty**

The Beach Foundry Co., Ltd., Ottawa.

**Hinges, Spring**

Chicago Spring Butt Co., Chicago, Ill.

**Hinges, Screen Door**

Chicago Spring Butt Co., Chicago, Ill.

**Hinges, Lavatory**

Chicago Spring Butt Co., Chicago, Ill.

**Hinges,**

The Stanley Works, New Britain, Conn.  
Canada Steel Goods Co., Hamilton.

**Hinges, Garage**

The Stanley Wks., New Britain, Conn.

**Hinges, Floor**

Chicago Spring Butt Co., Chicago.

**Hobs**

Pratt & Whitney Co., Ltd., Dundas.

**Hockey Pucks**

Gutta Percha & Rubber Co., Toronto.

**Hoes**

Schoener Mfg. Co., St. Cloud, Minn.

**Holders**

Factory Products Ltd., Toronto.

**Hooks**

Atlas Mfg. Co., New Haven, Conn.  
Thos. Pink Co., Pembroke.  
The Stanley Wks., New Britain, Conn.

**Hooks, Ceiling**

Atlas Mfg. Co., New Haven, Conn.

**Hoes**

Ward & Payne, Sheffield.

**Hooks, Hat and Coat**

James & Reid, Perth.

**Household Brushes**

Meakins & Sons, Ltd., Hamilton.

**House Goods**

Northern Electric Co., Montreal.

**Hinges**

The Jas. Smart Mfg. Co., Brockville.

**Hinges, Spring**

Wm. Newman & Sons, Ltd., Birmingham.

**Hoops, Steel and Wire**

The Steel Co., of Canada, Ltd., Hamilton.

**Hoops (Barrel)**

Laidlaw Bale Tie Co., Hamilton.

**Horse Clothing Manufacturers**

Burlington Windsor Blanket Co., Windsor.

**Horse Blankets and Collars**

Burlington & Windsor Blanket Co., Ltd., Toronto.

**Hoists, Chain, Electric and Pneumatic**

Manitoba Bridge & Iron Works, Winnipeg.

**Hoisting and Conveying Machinery**

Manitoba Bridge & Iron Works, Winnipeg.

**Hooks, Hat and Coat**

The Jas. Smart Mfg. Co., Brockville.

**Horse Clippers**

Chicago Flexible Shaft Co., Chicago, Ill.

**Hotel Kitchen Equipment and Institution Equipment**

Wrought Iron & Range Co., Toronto.

**Horse Nails**

The Steel Co., of Canada, Ltd., Hamilton.

**Horseshoers' Supplies**

J. Ackland & Son, Winnipeg, Man.

**Horse Pads**

The American Pad & Textile Co., Chatham, Ont.

**Horse Covers**

Canadian Consolidated Rubber Co., Montreal.

**Horse Pokes**

J. H. Still Mfg. Co.

**Horseshoes**

The Steel Co., of Canada, Ltd., Hamilton.

**Hose, Garden and Lawn**

Gutta Percha & Rubber Mfg., Toronto.  
Canadian Consolidated Rubber Co., Montreal.

**Hose, Mill, Fire**

Gutta Percha & Rubber Co., Toronto.

**Ice Cream Freezers, Hand and Machine**

The Thos. Davidson Mfg. Co., Ltd., Montreal.  
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**

J. Ackland & Son, Winnipeg.

**Ice Breakers**

North Bros. Mfg. Co., Philadelphia

**Ice Chippers and Shavers**

North Bros. Mfg. Co., Philadelphia.

**Ice Tongs**

James & Reid, Perth.

**Ingot Aluminum**

Tallman Brass & Metal Co., Hamilton.

**Incubators**

Collins Mfg. Co., Toronto.

**Ingot Metals**

M. & L. Samuel, Benjamin & Co., Toronto.

**Insoles**

Burlington & Windsor Blanket Co., Toronto.

**Inserted Blade Cutters**

Pratt & Whitney Co., Dundas.

**Iron Bars**

B. J. Coghlin Co., Ltd., Montreal.  
London Rolling Mills Co., London.  
Canada Rolling Mills Co., Ltd., Montreal.  
Manitoba Bridge & Iron Wks., Winnipeg.  
She Steel Co., of Canada, Ltd., Hamilton.  
Wilkinson & Kompass, Hamilton.

**Ironing Boards**

McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Stratford, Ont.

**Ironing Stands, Folding**

McFarlane Ladder Co., Toronto.  
Stratford Mfg. Co., Stratford.

**Iron and Steel**

Caverhill, Learmont & Co., Montreal.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.  
Wilkinson & Kompass, Hamilton.  
Manitoba Bridge & Iron Wks., Winnipeg.  
Wm. Stairs., Sons & Morrow, Halifax, N.S.

**Iron, Corrugated**

Metallic Roofing Co., Ltd., Toronto.

**Irons**

Factory Products Ltd., Toronto.

**Irons, Gasoline**

National Stamping & Electric Works, Chicago, Ill.

**Iron and Wire, Ornamental**

Canada Wire & Iron Goods Co., Hamilton.

**Ivory**

Wilckes, Martin, Milckes, New York.

**Jack Screws**

Millers Falls Co., New York.

**Jacks, Auto**

The Jas. Smart Mfg. Co., Brockville.

**Japans**

A Ramsay & Son, Montreal.  
Berry Bros., Walkerville.  
The Canada Paint Co., Ltd., Montreal.  
Dougall Barnish Co., Ltd., Montreal, Que.  
Wm. Harland & Son, Toronto.  
Martin-Senour Co., Montreal.  
The Ottawa Paint Wks., Toronto.

**Japan Colors**

Brandram - Henderson, Ltd., Montreal.

**Kalsomine**

Brandram - Henderson, Ltd., Montreal.  
The Canada Paint Co., Ltd., Montreal.  
A. Ramsay & Son, Montreal.

**Kettles**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Kitchen Hardware**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knife Polish**

John Oakley & Sons, London, Eng.

**Knives, Butchers**

John Chatillon & Sons., New York.  
Geo. Wostenholm & Sons, Sheffield, Eng.

**Knives, Cleavers, Steels for Butchers, Family or Hotel**

John Chatillon & Son, New York.

**Knives, Slicing**

Geo. Wostenholm & Sons, Sheffield, Eng.

**Knives, Harrier**

Geo. Wostenholm & Sons, Sheffield, Eng.

**Knives, Kitchen**

Geo. Wostenholm & Sons, Sheffield, Eng.

**Knives, Oyster**

Geo. Wostenholm & Sons, Sheffield, Eng.

**Knives, Hunting, Fishing, Pocket**

Geo. Wostenholm & Sons, Sheffield, Eng.  
Landers, Frary & Clark, New Britain, Conn.

**Knives and Forks, Folding, Camper's**

Landers, Frary & Clark, New Britain, Conn.





**E**VERY carpenter and user of wood worker's tools in your district—professional or amateur—should have a set of Irwin Bits.

They would buy no other if you would explain the exclusive Irwin features which have made this the standard bit.

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**The Irwin Auger Bit Company, Wilmington, Ohio**

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**Knives and Forks, Medium**

Landers, Frary & Clark, New Britain, Conn.

**Knives, Butchers**

John Chatillon & Son, New York.  
Landers, Frary & Clark, New Britain, Conn.

**Knobs, Door**

F. W. Lamplough & Co., Montreal.

**Ladders**

Walter Woods & Co., Hamilton.  
Stratford Mfg. Co., Stratford.

**Ladders, Extension**

McFarlane Ladder Co., Toronto.  
The Stratford Mfg. Co., Ltd., Stratford.

**Ladders, Shelf**

Richards-Wilcox Canadian Co., London.

**Ladders, Step**

The Stratford Mfg. Co., Stratford.

**Ladders, Single**

The Stratford Mfg. Co., Ltd., Stratford.

**Ladders, Step**

J. E. Beauchamp & Co., Montreal.  
McFarlane Ladder Co., Toronto.  
The Stratford Mfg. Co., Ltd., Stratford.  
G. F. Stephens & Co., Winnipeg.

**Ladders, Store**

F. E. Myers & Bros., Ashland, Co.  
McFarlane Ladder Works, Toronto, Ont.  
F. M. Lamplough & Co., Montreal.  
Richards-Wilcox Canadian Co., London.

**Lamp Black****Lamp Black.**

L. Martin Co., New York.  
Wilckes, Martin, Wilckes, New York.  
A. Ramsay & Son, Montreal.  
Sanderson Percy & Co., Toronto.

**Lamp Cord**

Northern Electric Co., Montreal.

**Lamps, Electric**

Amalgamated Electric Co., Toronto.  
Basters, Jackson Co., Toronto.  
Factory Products Co., Ltd., Toronto.

**Lamps, Electric**

Northern Electric Co., Montreal.

**Lamps, Gasoline**

National Stamping & Electric Works, Chicago, Ill.

**Lamps, Kerosene**

National Stamping & Elec. Wks., Chicago.

**Lamp Supplies**

National Stamping & Electric Wks, Chicago, Ill.

**Lamps, Oil**

The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**Lanterns**

Thos. Davidson Mfg. Co., Montreal.  
The Ontario Lantern & Lamp Co., Hamilton.

**Lanterns, Gasoline**

National Stamping & Electric Works, Chicago, Ill.

**Lathe Metal**

The B. Greening Wire Co., Ltd., Hamilton.

**Lanterns, Kerosene**

National Stamping & Electric Works, Chicago, Ill.

**Lath Metallic**

Metallic Roofing Co., Ltd., Toronto.

**Lawn Chairs**

The Stratford Mfg. Co., Ltd., Stratford.

**Lawn Mowers**

Lewis Bros., Montreal.  
The James Smart Mfg. Co., Brockville.

**Lawn Swings**

J. E. Beauchamp & Co., Montreal.  
F. E. Myers & Bros., Ashland, O.  
Stratford Mfg. Co., Stratford.

**Lawn Settees**

McFarlane Ladder Works, Toronto, Ont.

J. E. Beauchamp & Co., Montreal.

**Latches, Steel**

The Stanley Wks., New Britain, Conn.

**Lead Pipe**

The Steel Co. of Canada, Ltd., Hamilton.  
Hoyt Metal Co., Toronto.  
Canada Metal Co., Toronto.

**Lead Washers**

Canada Metal Co., Ltd., Toronto.

**Lead, White**

Brandram - Henderson, Montreal.  
G. F. Stephens & Co., Winnipeg.

**Lead, Red**

Brandram-Henderson, Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.

**Leather Top Dressing**

Northwestern Chemical Co., Marietta, Ohio.

**Levels, Wooden**

Goodell-Pratt Co., Greenfield, Mass.

**Levels, Iron**

Goodell-Pratt Co., Greenfield, Mass.  
L. S. Starrett Co., Athol, Mass.

**Levels**

Stanley Rule & Level Co., New Britain, Conn.  
L. S. Starrett Co., Athol, Mass.

**Linseed Oil**

Brandram-Henderson, Montreal.  
Canada Paint Co., Montreal.  
Dominion Linseed Oil Co., Toronto.  
G. F. Stephens & Co., Montreal.  
Sanderson, Percy & Co., Toronto.  
A. Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.

**Lighting Fixtures**

Northern Electric Co., Montreal.

**Liquid Paints**

Brandram-Henderson, Montreal.

**Light Systems**

National Stamping & Electric Works Co., Chicago, Ill.

**Liquid Soap Dispensers**

Chas. Morrill, New York.

**Locks, Door**

Jas. Cartland & Son, Ltd., Birmingham, England.  
F. W. Lamplough & Co., Montreal.  
Canadian Combination Lock Co., Ottawa.

**Loom**

Toronto Lock Mfg. Co., Toronto.  
Factory Products, Ltd., Toronto.

**Lunch Boxes**

Landers, Frary & Clark, New Britain, Conn.

**Lumbering Tools**

Thos. Pink Co., Pembroke.  
Caverhill, Learmont & Co., Montreal.

**Machine Guns**

Colts' Patent Fire Arms Mfg. Co., Hartford, Conn.

**Machine Bits**

Russell Jennings Mfg. Co., Ltd., St. Catharines.  
The Irwin Auger Bit Co., Wilmington, Ohio.

**Machine Screw Nuts**

The Progressive Mfg., Co., Torrington, Conn.

**Machine Screws**

The Progressive Mfg., Co., Torrington, Conn.  
The Steel Co., of Canada, Ltd., Hamilton.

**Mantels, Incandescent**

National Stamping & Electric Works, Chicago.

**Mats and Matting, Rubber**

Canadian Consolidated Rubber Co., Montreal.  
Gutta Percha & Rubber Co., Toronto.

**Matting, Flexible Steel, Wire**

The B. Greening Wire Co., Ltd., Hamilton.  
Canada Wire & Iron Goods Co., Hamilton.  
Port Hope Mat Co., Port Hope, Ont.

**Mayonnaise Mixers**

Landers, Frary & Clark, New Britain, Conn.

**Marking Machines for Shells**

Brown, Boggs Co., Ltd., Hamilton.

**Mantels and Grates**

Barton Netting Co., Windsor.

**Mangles, Clothes, Hand**

Cummer-Dowswell, Ltd., Hamilton.

**Matches**

Walter Woods & Co., Hamilton.

**Meat Slicers**

Walter Woods & Co., Hamilton.

**Metal Clothes, Lockers**

The Canada Wire & Iron Goods Co., Hamilton.

**Mendets**

Collette Mfg. Co., Collingwood, Ont.

**Metal Lath**

Metallic Roofing Co., Toronto.

**Metals**

Canada Metal Co., Ltd., Toronto.  
Frothingham & Workman, Ltd., Montreal.  
Manitoba Bridge & Iron Works, Winnipeg.  
Caverhill, Learmont & Co., Montreal.  
Hoyt Metal Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
M. & L. Samuel Benjamin & Co., Toronto.  
Tallman Brass & Metal Co., Hamilton.

**Metal Paints**

Brandram & Henderson, Montreal.

**Metal Shingles and Sidings**

Winnipeg Ceiling & Roofing, Winnipeg.  
Metallic Roofing Co., Toronto.

**Metal Weatherstrip**

Swan Mfg. Co., Winnipeg.  
Best Weather Strip Co., Hamilton.

**Meat Choppers**

Landers, Frary & Clark, New Britain, Conn.

**Metallic Ridge Cap**

Metallic Roofing Co., Ltd., Toronto.

**Metallic Roofing**

Metallic Roofing Co., Ltd., Toronto.

**Metallic Tiles**

Metallic Roofing Co., Ltd., Toronto.

**Metallic Valley**

Metallic Roofing Co., Ltd., Toronto.

**Metallic Skylights**

Metallic Roofing Co., Ltd., Toronto.

**Metallic Ventilators**

Metallic Roofing Co., Ltd., Toronto.

**Metallic Windows**

Metallic Roofing Co., Ltd., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metallic Ceilings and Walls**

Metallic Roofing Co., Ltd., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metallic Corner Bead**

Metallic Roofing Co., Ltd., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metallic Doors**

Metallic Roofing Co., Ltd., Toronto.

**Micrometers**

Goodell-Pratt Co., Greenfield, Mass.  
L. S. Starrett Co., Athol, Mass.

**Mill Supplies**

Caverhill-Learmont & Company, Montreal.

**Milling Cutters**

Pratt & Whitney Co., Dundas.

**Mineral Black**

Wilckes, Martin, Wilckes, New York.  
L. Martin Co., New York.

**Mirrors**

Toronto Plate Glass Co., Toronto.

**Mitre Boxes**

Goodell-Pratt Co., Greenfield, Mass.  
Millers Falls Co., New York.  
Stanley Rule & Level Co., New Britain, Conn.

**Monel Metal**

International Nickel Co., New York.

**Mops, Floor**

Channel Chemical Co., Toronto.

**Mortar Colors**

Brandram - Henderson, Montreal.  
Sanderson, Percy & Co., Toronto.

**Nails, Copper and Brass**

The Parmenter & Bulloch Co., Gananoque, Ont.

**Nails, Wire**

British Aluminum Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton.

**Mops, Twine**

T. S. Simms & Co., Ltd., St. John, N.B.

**Moulding, Brazed, Iron-cased**

Williams Bros. & Figgott, Ltd., Birmingham, Eng.

**Mops, Polish**

Channell Chemical Co., Toronto.

**Motor Blacks**

Wilckes, Martin, Wilckes, New York.

**Motor Boat Wire**

Northern Electric Co., Montreal.

**Motor Cycle Accessories**

Frank Mossberg Co., Attleboro, Mass.

**Motor Tire Supplies**

Gutta Percha & Rubber Co., Montreal.

**Muresco**

Benjamin Moore & Co., Ltd., Toronto.

**Nails, Horseshoe**

The Steel Co. of Canada, Ltd., Hamilton.

**Nails**

H. S. Howland, Sons & Co., Toronto.  
Northern Bolt & Screw Co., Owen Sound.  
The Steel Co. of Canada, Hamilton.  
The Laidlaw Bale-Tie Co., Hamilton.



# AutoStrop Safety Razor

## Strops. Shaves. Cleans. Without Detaching Blade

**You may sell this Razor on 30 days' Free Trial**

All dealers are authorized to offer the AutoStrop Safety Razor to their customers on "Approval." Without paying anything, without depositing anything it may be tried for 30 days. Then paid for or returned.

**The Company guarantees the Dealer against all losses**

Razor sets which are returned will be exchanged for entirely new sets, and any razor not returned or not paid for will be replaced with a new razor.

☛ The smooth-shaving comfort of this razor, and its absolute uniformity in blade service enables this offer to be extended purely on merit.



STANDARD OUTFIT

☛ This AutoStrop is different from all other Safety Razors and self-shavers are invited to test its service against any other Razors which they may possess.

☛ More than a Razor, more than a safety device, it is stropped, it shaves, and is cleaned without taking apart; without even removing the blade. And like a perfectly stropped ordinary razor the blade improves with use. A practical razor for unpractical men.



AUTOSTROP BLADES

☛ If you are interested in this Trial Plan write us for full particulars. The AutoStrop Safety Razor Co. assumes all the risk and provides for you a definite sales plan.



AUTOSTROP STROPS

### AutoStrop Safety Razor Company, Limited

83-87 DUKE STREET

TORONTO, CANADA

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- Ltd., Hamilton.  
Frothingham & Workman, Ltd., Montreal.  
Western Wire & Nail Co., London, Ont.
- Nail Pullers**  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.  
Landers, Frary & Clark, New Britain, Conn.  
Chas. Morrill, New York.
- Nail Sets**  
Goodell-Pratt Co., Greenfield, Mass.  
The Stanley Rule & Level Co., New Britain, Conn.
- Natural Gas Burners**  
Aylmer Pump & Scale Co., Aylmer.
- Neckylokes**  
J. H. Still Mfg. Co., St. Thomas.
- Nickel Flatware**  
Canadian Wm. A. Rogers, Ltd., Toronto.
- Nickel Refiners**  
International Nickel Co., New York, N.Y.
- Nickel Ware**  
Landers, Frary & Clark, New Britain, Conn.
- Nipples**  
Canadian Tube & Iron Co., Ltd., Montreal.
- Nuts**  
Canadian Tube & Iron Co., Ltd., Montreal.
- Oil**  
Brandram - Henderson, Ltd., Montreal.  
Canada Paint Co., Montreal.  
Continental Oil Co., Winnipeg.  
Dougall Varnish Co., Ltd., Montreal, Que.  
Martin-Senour Co., Montreal.  
Prairie City Oil Co., Winnipeg, Man.  
Ramsay, A. & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.
- Oil Cake**  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.
- Oil Cans**  
R. E. Bloomer, Keithsburg, Ill.
- Oil, Tanks and Pumps**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Oil Stains**  
Brandram - Henderson, Montreal.
- Oilers**  
R. E. Bloomer, Keithsburg, Ill.  
Thos. Davidson Mfg. Co., Montreal.  
Leather Tire Goods Co., Niagara Falls, N.Y.
- Oil, Floor**  
Channell Chemical Co., Toronto.
- Oil Colors**  
Brandram - Henderson, Montreal.  
The Sherwin-Williams Co., Ltd., Montreal.
- Oil, Linseed**  
A. Ramsay & Son, Montreal.  
Dominion Linseed Oil Mills, Toronto.  
Continental Oil Co., Winnipeg.
- Oil Stones**  
Carborundum Co., Niagara Falls, N.Y.
- Ornamental Wire & Iron Work**  
The Canada Wire & Iron Goods Co., Hamilton.
- Ornamental Tile Roofing**  
Metallic Roofing Co., Ltd., Toronto.
- Ornaments, Pressed Zinc**  
Metallic Roofing Co., Ltd., Toronto.
- Oil Stain**  
The Sherwin-Williams Co., Ltd., Montreal.
- Ovens, Portable**  
Wrought Iron & Range Co., Toronto.
- Packings**  
Consumers Cordage Co., Montreal.
- Paint, Blackboard**  
The Canada Paint Co., Ltd., Montreal.
- Paint, Aluminum**  
The Canada Paint Co., Ltd., Montreal.  
The Sherwin-Williams Co., Ltd., Montreal.
- Paint, Porch, Floor**  
The Sherwin-Williams Co., Ltd., Montreal.  
The Canada Paint Co., Ltd., Montreal.
- Paint, Buggy**  
The Sherwin-Williams Co., Ltd., Montreal.  
The Canada Paint Co., Ltd., Montreal.
- Paint and Varnish Remover**  
The Sherwin-Williams Co., Ltd., Montreal.  
The Canada Paint Co., Ltd., Montreal.  
Dougall Varnish Co., Ltd., Montreal.  
The Ottawa Paint Works, Toronto.
- Paint, Implement**  
The Canada Paint Co., Ltd., Montreal.  
The Sherwin-Williams Co., Ltd., Montreal.
- Paints for Metal Surfaces**  
The Canada Paint Co., Ltd., Montreal.
- Pails, Dairy**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Packing**  
Gutta Percha & Rubber Mfg. Co., Toronto.  
Canadian Consolidated Rubber Co., Montreal.
- Packing, Sheet and Ring**  
Canadian Consolidated Rubber Co., Montreal.
- Pails**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Pads, Horse**  
The American Pad & Textile Co., Chatham.
- Paint**  
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Canada Paint Co., Montreal.  
Dougall Varnish Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Benj. Moore & Co., Toronto.  
Ottawa Paint Works, Ottawa.  
A. Ramsay & Son, Montreal.  
G. F. Stephens & Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.  
R. C. Jamieson & Co., Montreal.  
Sherwin-Williams Co., Montreal.
- Paint Aluminum**  
Brandram - Henderson, Montreal.
- Paint, Barn or Roof**  
The Canada Paint Co., Ltd., Montreal.  
The Sherwin-Williams Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Benj. Moore & Co., Toronto.  
A. Ramsay & Son, Montreal.
- Paint Brushes**  
Brandram - Henderson, Montreal.  
Meakins & Sons, Ltd., Hamilton.  
T. S. Simms & Co., St. John, N.B.
- Paint, Bridge**  
Brandram - Henderson, Montreal.  
Toch Bros., New York.
- Paint, Concrete**  
Brandram-Henderson, Montreal.  
Benj. Moore & Co., Toronto.  
The Canada Paint Co., Ltd., Montreal.  
Martin-Senour Co., Ltd., Montreal.  
The Sherwin-Williams Co., Ltd., Montreal.  
A. Ramsay & Son, Montreal.
- Painters, Trestles and Scaffolds**  
Stratford Mfg. Co., Stratford.
- Paint, Flat Wall**  
Brandram-Henderson, Montreal.  
Martin-Senour Co., Montreal.
- Paint, Prepared**  
Brandram-Henderson, Montreal.  
Benj. Moore & Co., Toronto.  
Brandram - Henderson, Ltd., Montreal.  
Canada Paint Co., Montreal.  
A. Ramsay & Son, Montreal.  
R. C. Jamieson & Co., Montreal.  
Martin-Senour Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Sanderson-Pearcy & Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Paint, Floor**  
Martin-Senour Co., Montreal.
- Paints, Copper**  
Martin-Senour Co., Montreal.
- Paint, Pure Mixed**  
A. Ramsay & Son, Montreal.
- Paints, Shell**  
Martin-Senour Co., Montreal.
- Paint, Structural Iron**  
Brandram-Henderson, Montreal.  
Benjamin Moore & Co., Ltd., Toronto.  
The Canada Paint Co., Ltd., Montreal.  
Toch Bros., New York.  
Martin-Senour Co., Montreal.
- Paint, Graphite**  
Brandram-Henderson, Montreal.
- Paint, Marine**  
Brandram-Henderson, Montreal.  
Martin-Senour Co., Montreal.
- Paint and Varnish Remover**  
A. Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
Martin-Senour Co., Montreal.
- Painters' Trestles**  
The Stratford Mfg. Co., Ltd., Stratford.
- Paris Green**  
Sherwin-Williams Co., Montreal.  
Canada Paint Co., Montreal.  
Allan Munro Color Co., Montreal.
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- Paper and Cloth, Carb. and Aloxite**  
The Carborundum Co., Niagara Falls, N.Y.
- Paper Bags**  
Walter Woods & Co., Hamilton.
- Paper and Cloth, Garnet**  
The Carborundum Co., Niagara Falls, N.Y.
- Percolators, Coffee**  
The Canadian General Electric Co., Toronto.  
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B. Greening Wire Co., Hamilton.
- Perforated Sheet Metals**  
Canada Wire & Iron Goods Co., Hamilton.
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Ward & Payne, Sheffield.
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Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.  
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J. H. Still Mfg. Co., St. Thomas, Ont.
- Pipe, Black and Galvanized**  
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- Portable Granaries**  
Metallic Roofing Co., Ltd., Toronto.
- Pipe**  
The Hoyt Metal Co., Toronto.  
Canada Metal Co., Toronto.  
Pease Fdy. Co., Toronto.
- Pipe, Rain Water Conductor**  
Metallic Roofing Co., Ltd., Toronto.
- Plugs, Electricians'**  
Canadian Consolidated Rubber
- Plumbers' Supplies**  
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- Pipe and Fittings**  
Canada Metal Co., Toronto.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Pipe Cutters**  
Trimont Mfg. Co., Roxbury, Mass.
- Pipe, Galvanized Conductors**  
Winnipeg Ceiling & Roofing Co., Winnipeg.  
The Thos. Davidson Mfg. Co., Ltd., Montreal.
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The Hoyt Metal Co., Toronto.  
The Steel Co., of Canada, Ltd., Hamilton.
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- Pistols**  
Colt's Patent Fire Arms Mfg. Co., Hartford, Conn.
- Planes**  
National Machinery & Supply Co., Hamilton.  
Stanley Rule & Level Co., New Britain, Conn.
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- Plate Glass**  
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- Plumbers' Brass Goods**  
Landers, Frary & Clark, New Britain, Conn.
- Plate Glass**  
Toronto Plate Glass Co., Toronto.
- Platform Scales**  
John Chatillon & Son, New York.
- Plates, Screw**  
Butterfield & Co., Rock Island, Que.
- Plates, Structural**  
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Plugs**  
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Goodell-Pratt Co., Greenfield, Mass.  
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- Shells**  
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- Power Apparatus**  
Northern Electric Co., Montreal.
- Premium Goods, Silver-Plated**  
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- Pulleys, Sash, etc.**  
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Dominion Cartridge Co., Montreal.  
Hercules Powder Co., Wilmington, Del.
- Primers**  
The Dominion Cartridge Co., Ltd., Montreal.
- Pump Jacks**  
Aylmer Pump & Scale Co., Aylmer, Ont.
- Pumps, Electric, Hose Power**  
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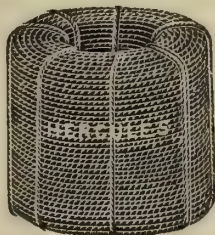
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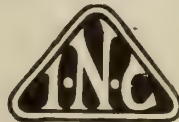
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Beatty Bros., Ltd., Fergus, Ont.,  
and Winnipeg.

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Pratt & Whitney Co., Dundas.  
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Mass.

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and Metal  
Chas. Morrill, New York.

**Punching Machines**

Brown, Boggs Co., Hamilton.

**Punches, Power**

Brown, Boggs Co., Hamilton.

**Plumbs**

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New Britain, Conn.

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Landers, Frary & Clark, New  
Britain, Conn.

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Geo. Wostenholm & Sons, Shef-  
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Landers, Frary & Clark, New  
Britain, Conn.

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A. Ramsay & Son, Montreal.  
Canada Paint Co., Montreal  
The Steel Co., of Canada, Ltd.,  
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Benjamin Moore & Co., Ltd.,  
Toronto.  
The Ottawa Paint Works, Tor-  
onto.  
Sanderson, Percy & Co., Toronto  
Martin-Senour Co., Montreal.  
Sherwin-Williams Co., Montreal.  
G. F. Stephens & Co., Winnipeg.

**Quilting Frames**

McFarlane Ladder Co., To-  
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**Racks (Broom)**

Walter Woods & Co., Hamilton.

**Railings, Wire**

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Hamilton

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Metallic Roofing Co., Ltd., Tor-  
onto.

**Railway Track Equipment**

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Toronto Furnace & Crematory  
Co., Toronto.

**Radiator, Cement**

Northwestern Chemical Co.,  
Marietta, Ohio.

**Rakes, Wooden, Hay**

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Hamilton.

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ronto.

**Range Boilers**

The Thos. Davidson Mfg. Co.,  
Ltd., Montreal.

**Ranges, Malleable**

Wrought Iron Range Co., To-  
ronto.

**Ranges, Steel**

The Beach Foundry Co., Ltd.,  
Ottawa.

Wrought Iron Range Co., To-  
ronto.

G. & H. Barnett, Philadelphia,  
Pa.

**Ranges**

The Bowes, Jamieson Co., Ltd.,  
Hamilton.

Clare Bros. & Co., Preston.

The Thos. Davidson Mfg. Co.,  
Ltd., Montreal.

The Jas. Smart Mfg. Co., Brock-  
ville.

Kir-Ben, Ltd., Almonte.

Findlay Bros., Carleton Place.

Beach Fdry. Co., Ottawa.

Wrought Iron Range Co., To-  
ronto.

**Rasps**

Nicholson File Co., Port Hope,  
Ont.

**Razors, Safety**

Auto Strop Safety Razor Co.,  
Ltd., Toronto.

Gillette Safety Razor Co. of  
Canada, Ltd., Montreal.

**Razors, Safety Blades**

J. Wiss & Sons Co., Newark,  
N.J.

**Ready Roofing**

Roofers' Supply Co., Ltd., To-  
ronto.

**Rat Traps**

Canada Wire & Iron Goods  
Co., Hamilton.

**Razors**

Jonathan Crooks & Son, Shef-  
field, Eng.

J. Wiss & Sons, Newark, N.J.

Lewis Bros., Ltd., Montreal.

Geo. Wostenholm & Sons, Shef-  
field, Eng.

Landers, Frary & Clark, New  
Britain, Conn.

**Razor Blade Sharpeners**

H. M. Ford, Montreal.

**Razor Hones**

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Falls, N.Y.

**Razor Stropps**

The Carborundum Co., Niagara  
Falls, N.Y.

J. Wiss & Sons, Newark, N.J.

Auto Strop Safety Razor Co.,  
Ltd., Toronto.

Gillette Safety Razor Co. of  
Canada, Ltd., Montreal.

**Reamers**

Butterfield & Co., Inc., Rock  
Island, Que.

Pratt & Whitney Co., Ltd.,  
Dundas.

**Receptacles**

Factory Products Co., Ltd.,  
Toronto.

**Red Lead**

A. Ramsay & Son, Montreal.  
The Sherwin-Williams Co., Ltd.,  
Montreal.

**Reels, Metal**

Frank Mossberg Co., Attle-  
boro, Mass.

**Registers, Account**

Dominion Register Co., To-  
ronto.

**Rifle and Shotgun, Sights**

Marble Arms & Mfg. Co., Glad-  
stone, Mich.

**Reinforcing Concrete**

The Steel Co. of Canada, Ltd.,  
Hamilton.

Manitoba Bridge & Iron Wks.,  
Winnipeg.

The B. Greening Wire Co.,  
Hamilton.

**Register Systems**

McCaskey Systems, Toronto.

**Refrigerators**

The Thos. Davidson Mfg. Co.,  
Ltd., Montreal.

Lewis Bros., Ltd., Montreal.

**Registers**

The Jas. Smart Mfg. Co., Brock-  
ville.

The Beach Foundry Co., Ltd.,  
Ottawa.

Kir-Ben, Ltd., Almonte.

Pease Fdry. Co., Toronto.

**Resin**

Sanderson, Percy & Co., To-  
ronto.

**Revolvers**

Colts Patent Fire Arms Mfg.  
Co., Hartford, Conn.

Iver-Johnson's Arms & Cycle  
Works, Fitchburg, Mass.

**Ridge Cap**

Metallic Roofing Co., Ltd., To-  
ronto.

**Ridge Roll**

Wheeler & Bain, Toronto.

**Rifles**

Ross Rifle Co., Quebec, Que.

Marble Arms & Mfg. Co., Glad-  
stone, Mich.

**Rivets and Burrs**

Canadian Tube & Iron Co.,  
Montreal.

Northern Bolt & Screw Co.,  
Owen Sound.

The Parmenter & Co., Gana-  
noque, Ont.

The Steel Co. of Canada, Ltd.,  
Hamilton.

The Progressive Mfg. Co., Tor-  
rington, Conn.

**Rods, Straightened Out and Cut**

Northern Bolt & Screw Co.,  
Owen Sound.

Dominion Iron & Steel Co.,  
Ltd., Sydney, C.B.

**Roofing**

Lewis Bros., Montreal.

**Roofing, Metallic**

Metallic Roofing Co., Ltd., To-  
ronto.

**Roofing, Slate**

Roofers' Supply Co., Ltd., To-  
ronto.

**Roofing, Rubber**

J. H. McComb, Ltd., Montreal.

**Roofing**

H. S. Howland, Sons & Co.,  
Toronto.

Lewis Bros., Ltd., Montreal.

J. H. McComb, Ltd., Montreal.

**Roofing Supplies**

Winnipeg Ceiling & Roofing  
Co., Winnipeg.

**Roofing Brackets**

The Stanley Rule & Level Co.,  
New Britain, Conn.

**Roofing Tiles**

Metallic Roofing Co., Limited,  
Toronto.

**Rubber Cement**

Canadian Consolidated Rubber  
Co., Montreal.

Gutta Percha & Rubber Co.,  
Montreal.

**Roof Lights**

Metallic Roofing Co., Limited,  
Toronto.

Gutta Percha & Rubber Mfg.  
Co., Toronto.

**Rubber Footwear**

Gutta Percha & Rubber Co.,  
Toronto.

**Rubber Goods**

Gutta Percha & Rubber Mfg.  
Co., Toronto.

**Rope**

Consumers Cordage Co., Mont-  
real.

**Rope, Cotton**

Consumers Cordage Co., Mont-  
real.

Hamilton Cotton Co., Hamilton.

**Rope**

Consumers Cordage Co., Mont-  
real.

**Roof Ornaments, Metallic**

Metallic Roofing Co., Limited,  
Toronto.

**Rubber Roofing**

J. H. McComb, Ltd., Montreal.

**Rubber Stamps**

Hamilton Stamp & Stencil Co.,  
Hamilton, Ont.

**Rules**

Stanley Rule & Level Co., New  
Britain, Conn.

Jas. Chesterman & Co., Ltd.,  
Sheffield, Eng.

L. S. Starrett Co., Athol, Mass.

**Rules, Board and Log**

The Lufkin Rule Co., Saginaw,  
Mich.

**Rules, Boxwood**

The Lufkin Rule Co., of Can-  
ada, Windsor.

The Stanley Rule & Level Co.,  
New Britain, Conn.

Jas. Chesterman & Co., Ltd.,  
Sheffield, Eng.

**Rules, Folding**

Jas. Chesterman & Co., Ltd.,  
Sheffield, Eng.

**Rules, Log**

The Lufkin Rule Co., of Can-  
ada, Ltd., Windsor, Ont.

**Rules, Spring Joint**

The Lufkin Rule Co., Saginaw,  
Mich.

**Rules, Steel**

Lufkin Rule Co., of Canada,  
Windsor.

Goodell-Pratt Co., Greenfield,  
Mass.

Jas. Chesterman & Co., Ltd.,  
Sheffield, Eng.

L. S. Starrett Co., Athol, Mass.

**Rules, Wood**

Lufkin Rule Co., of Can., Ltd.,  
Windsor, Ont.

**Sad Irons, Electric**

National Stamping & Electric  
Co., Chicago, Ill.

**Sad Irons, Gasoline**

National Stamping & Electric  
Works, Chicago, Ill.

**Sash Fasteners**

The Jas. Smart Mfg. Co., Brock-  
ville.

**Sash, Operator**

Metallic Roofing Co., Ltd., Tor-  
onto.

**Safety Razors**

Auto Strop Safety Razor Co.,  
Ltd., Toronto.

Gillette Safety Razor Co., of  
Canada, Ltd., Montreal.

**Salamanders**

Collins Mfg. Co., Toronto.

**Sandpaper**

Sanderson, Percy Co., Toronto.

**Saw, Blades and Frames**

Simonds Canada Saw Co., Ltd.,  
Montreal

**Saw Sets**

Goodell-Pratt Co., Greenfield,  
Mass.

Chas. Morrill, New York.

**Safety Razors**

Auto Strop Safety Razor Co.,  
New York, N.Y.

Gillette Safety Razor Co.,  
Montreal.

**Saws**

Bridgeport Hdwe. Mfg. Corp.,  
Bridgeport, Conn.

Lewis Bros., Ltd., Montreal.

Simonds Canada Saw Co., Mont-  
real.

**Saws, Circular, Wood**

Simonds Canada Saw Co., Mont-  
real.

**Saws, Cross Cut**

Simonds Canada Saw Co., Mont-  
real.

Saws, Rip, Buck, Band, Drag

R. H. Smith & Co., St. Cath-  
arines.

Saws, Pruning, Butcher, Kitchen

R. H. Smith & Co., St. Cath-  
arines.

**Saws, Hand**

Simonds Canada Saw Co., Mont-  
real.

R. H. Smith & Co., St. Cath-  
arines.

**Saws, Fret**

Millers Falls Co., Millers Falls,  
Mass.

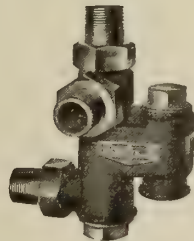
**Saws, Jig**

Millers Falls Co., New York.





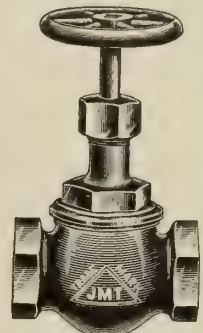
J.M.T. Reducing Valve  
will not equalize.



J.M.T. Injector.



Gauge Cock.



J.M.T. Globe  
Valve, Renew-  
able Disc.



GEM EJECTOR.



Pressure and  
Recording  
Instruments.



Model "C" Safety Valve



J.M.T. Gate  
Valve.



Morrison Cellar Drain-  
er, the most efficient  
machine on the market.  
All working parts  
above water.



# The Ever-Popular Line of STEAM GOODS

**T**HE SUCCESSFUL MERCHANT is the one who carries only those lines certain to please the customer.

When you sell an engineer any of the Morrison line of steam goods you give him a satisfaction that is sure to bring him back to you for his future requirements. Complaints are unknown.

Our steam goods are approved by Provincial and Marine Inspection Departments.

Every article is tested before leaving our factory.

*Plumbers' Supplies.*—We have the very best to offer in this line and our prices are reasonable. Write for particulars.

**THE JAMES MORRISON BRASS  
MFG. CO., LIMITED**

93 to 97 Adelaide Street West, TORONTO

*If interested, tear out this page and keep with letters to be answered.*



**Saws, Hack**

Millers Falls Co., New York.  
The Victor Saw Wks., Hamilton.  
Simonds Canada Saw Co., Ltd., Montreal.  
L. S. Starrett Co., Athol, Mass.

**Saw Horses**

McFarlane Ladder Co., Toronto.

**Scale Beams**

John Chatillon & Sons, New York.

**Saw Joints**

R. H. Smith Co., St. Catharines.

**Saw Swages**

R. H. Smith Co., St. Catharines.

**Screening, Rolled**

The B. Greening Wire Co., Ltd., Hamilton.

**Scales**

Aylmer Pump & Scale Co., Aylmer.  
John Chatillon & Sons, New York.  
Walter Woods & Co., Hamilton.  
Walter Woods & Co., Hamilton.  
Lewis Bros., Ltd., Montreal.  
Landers, Frary & Clark, New Britain, Conn.

**Scales, Spring**

John Chatillon & Sons, New York.

**Scales, Machinists'**

The Lutkin Rule Co. of Can., Ltd., Windsor.

**Scissors**

J. Wiss & Sons, Newark, N.J.  
Lewis Bros., Ltd., Montreal.  
Geo. Westenholm & Sons, Sheffield.  
Landers, Frary & Clark, New Britain, Conn.

**Scrapers**

The Stanley Rule & Level Co., New Britain, Conn.

**Scrapers, Ice Rink**

James Bros. Foundry Co., Perth.

**Screens, Sand and Gravel**

The Canada Wire & Iron Goods Co., Hamilton.  
The B. Greening Wire Co., Hamilton.

**Screen Door Sets**

Chicago Spring Butt Co., Chicago.  
The Stanley Wks., New Britain, Conn.

**Screw Drivers**

Crescent Tool Co., Jamestown, N.Y.  
Goodell-Pratt Co., Greenfield, Mass.  
The Stanley Rule & Level Co., New Britain, Conn.  
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
The Jas. Smart Mfg. Co., Brockville.

North Bros. Mfg. Co., Philadelphia, Pa.

Wm. Johnson, Newark, N.J.

**Screw Drivers, Auto**

Crescent Tool Co., Jamestown, N.Y.  
Goodell-Pratt Co., Greenfield, Mass.

**Screw Drivers, Ratchet**

Crescent Tool Co., Jamestown, N.Y.  
North Bros. Mfg. Co., Philadelphia, Pa.

**Screw Drivers, Spiral**

North Bros. Mfg. Co., Philadelphia, Pa.

**Screws, Coach and Lag**

Northern Bolt & Screw Co., Owen Sound.

**Screws**

The Steel Co. of Canada, Ltd., Hamilton.

**Screws, Wood**

Colonial Wire & Mfg. Co., Montreal, Que.  
The Steel Co. of Canada, Ltd., Hamilton.

**Scythe Stones**

The Carborundum Co., Niagara Falls, N.Y.

**Seal Presses**

Chas. Morrill, New York.

**Sharpening Stones**

The Carborundum Co., Niagara Falls, N.Y.

**Shears**

J. Wiss & Sons Co., Newark, N.J.  
Landers, Frary & Clark, New Britain, Conn.  
Henry T. Seymour Shear Co., New York.

**Shears, Tailors and Barbering**

J. Wiss & Sons Co., Newark, N.J.

**Shades, Glass**

Factory Products Co., Ltd., Toronto.

**Sheet Copper**

Roofers' Supply Co., Ltd., Toronto.

**Shears, Sheet Metal, Foot and Power**

Brown, Boggs Co., Ltd., Hamilton.

**Shears, Cornice Makers'**

Brown, Boggs Co., Ltd., Hamilton.

**Shears, Pruning**

J. Wiss & Sons Co., Newark, N.J.

**Shears, Sheep**

Ward & Payne, Sheffield, Eng.

**Shellac**

Northwestern Chemical Co., Marietta, Ohio.

**Sheet Metal Products**

The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Sheet Metal Specialties**

Burrows Mfg. Co., Toronto.  
Brown, Boggs Co., Ltd., Hamilton.

**Sheets, Galvanized or Black, Steel**

Dominion Sheet Metal Co., Hamilton, Ont.

**Sheet Metal Works, Machinery**

Steel Bending Brake Works, Chatham.

**Shelving**

Walker Bin & Store Fixture Co., Berlin, Ont.

**Sheets, Galvanized**

Dominion Sheet Metal Co., Ltd., Hamilton.

**Sheets, Black**

Dominion Sheet Metal Co., Ltd., Hamilton.

**Shellac**

Brandram-Henderson, Montreal.  
A. Ramsay & Son, Montreal.  
Berry Bros., Walkerville.  
The Canada Paint Co., Ltd., Montreal.  
Sanderson, Percy & Co., Toronto.

**Shelf Boxes**

Burrows Mfg. Co., Toronto.

Cameron & Campbell, Toronto.

**Shingle Stain**

Brandram-Henderson, Montreal.

**Shingles, Metal**

Metallic Roofing Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Ships Bottom Composition**

Martin-Senour Co., Montreal.

**Shock Absorbers**

Richards-Wilcox Canadian Co., Ltd., London, Ont.

**Shoo-Fly Rocking Horses**

McFarlane Ladder Works, Toronto.

**Shot**

The Steel Co., of Canada, Ltd., Hamilton.

**Shot Guns**

Caverhill, Learmont & Co., Montreal.

**Shot Shells**

The Dominion Cartridge Co., Ltd., Montreal.

**Sieves and Screens**

Canada Wire & Iron Goods Co., Hamilton.

**Silo Irons**

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

**Shoot Board**

The Stanley Rule & Level Co., New Britain, Conn.

**Shovels**

Walter Woods & Co., Hamilton.

**Showcases**

Walker Bin & Store Fixture Co., Berlin.

Walter Woods & Co., Hamilton.

**Sidings, Metallic**

Metallic Roofing Co., Ltd., Toronto.

ronto.

**Silver Flatware**

Canadian Wm. A. Rogers Co., Ltd., Toronto.  
Wm. Rogers Co., Niagara Falls.  
Oneida Community, Niagara Falls, Ont.

**Silver Hollowware**

Canadian Wm. A. Rogers, Ltd., Toronto.

**Silver, Sterling**

Canadian Wm. A. Rogers, Ltd., Toronto.

Oneida Community, Niagara Falls, Ont.

**Silversmiths**

Canadian Wm. A. Rogers, Ltd., Toronto.

**Silverware**

Geo. Westenholm & Sons, Sheffield, Eng.

The Canadian Wm. A. Rogers Co., Toronto.

The McGlashan Clarke Co., Niagara Falls, Ont.

Oneida Community, Niagara Falls, Ont.

**Silo Roofs**

Metallic Roofing Co., Ltd., Toronto.

**Silverware, Hotel**

Canadian Wm. A. Rogers Co., Ltd., Toronto.

**Skates**

H. S. Howland, Sons & Co., Toronto.

**Skirt Boards**

McFarlane Ladder Works, Toronto.

**Sleighs**

McFarlane Ladder Works, Toronto.

J. E. Beauchamp & Co., Montreal.

**Skylights**

Metal Shingle & Siding Co., Preston.

Wheeler & Bain, Toronto.

Metallic Roofing Co., Toronto.

**Sleds**

James & Reid, Perth.

**Slings**

B. J. Coghlin Co., Ltd., Montreal.

**Soap Dispensers, Liquid**

Chas. Morrill, New York.

**Sockets**

Factory Products Co., Ltd., Toronto.

**Solder**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Hoyt Metal Co., Toronto.

Canada Metal Co., Toronto.

Soaps, Imported and Domestic

Walter Woods & Co., Hamilton.

**Soldering Irons**

The Canadian General Electric Co., Toronto.

**Soldering Coppers**

Brown, Boggs Co., Hamilton.

Soldering Paste

Canada Metal Co., Toronto.

**Spark Plugs**

The Oakes & Dow Co., Boston, Mass.

**Solder**

Canada Metal Co., Toronto.

Tallman Brass & Metal Co., Hamilton.

**Special Machinery**

The Brown, Boggs Co., Ltd., Hamilton.

**Speed Cones**

Aylmer Pump & Scale Co., Aylmer.

**Spelter**

Canada Metal Co., Toronto.

**Spikes**

The Steel Co., of Canada, Ltd., Hamilton.

**Spoke Slaves**

The Stanley Rule and Level Co., Hamilton.

**Sprayers**

Collins Mfg. Co., Toronto.

**Screw Plates**

Butterfield & Co., Rock Island, Que.

**Sponges**

Sanderson, Percy & Co., Toronto.

**Spoons, Camp**

Atlas Mfg. Co., New Haven, Conn.

**Sporting Goods**

H. S. Howland, Sons & Co., Toronto.

Lewis Bros., Montreal.

**Sporting Rifles**

Rose Rifle Co., Quebec, Que.

**Springs**

B. J. Coghlin Co., Ltd., Montreal.

**Sprayers**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Stains**

Benjamin Moore & Co., Toronto.

Berry Bros., Walkerville, Ont.

Canada Paint Co., Montreal.

Dougate Varnish Co., Ltd., Montreal.

Sherwin-Williams Co., Montreal.

Martin-Senour Co., Montreal.

The Ottawa Paint Works, Toronto.

A. Ramsay & Son, Montreal.

G. F. Stephens & Co., Winnipeg.

**Stains, Creosote**

Brandram-Henderson, Ltd., Montreal.

**Stains, Shingle**

A. Ramsay & Son, Montreal.

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

G. F. Stephens & Co., Winnipeg.

**Stair Treads**

Canadian Consolidated Rubber Co., Ltd., Montreal.

**Stable Fixtures**

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

**Staples**

B. Greening Wire Co., Hamilton.

James & Reid, Perth.

The Steel Co., of Canada, Ltd., Hamilton.

The Western Wire & Nail Co., Ltd., London, Ont.

Laidlaw-Bale Tie Co., Hamilton.

**Steamfitters' Supplies**

Pease Foundry Co., Ltd., Toronto.

Thos. Pink Co., Pembroke.

**Steam Specialties**

Jas. Morrison Brass Co., Toronto.

Toronto Furnace & Crematory Co., Toronto.

**Steamers, Boilers**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel**

J. Shipman & Co., Ltd., Sheffield, Eng.

**Steel Sheets, Black**

Roofers' Supply Co., Ltd., Toronto.

**Steel Bars**

J. Ackland & Son, Winnipeg, Man.

B. J. Coghlin Co., Ltd., Montreal.

London Rolling Mills Co., Ltd., London.

The Steel Co., of Canada, Ltd., Hamilton.

Wilkinson & Kompass, Hamilton.

**Steel, Mild**

Canadian Tube & Iron Co., Montreal.

**Steel Tire, Sleigh Shoe**

Canadian Rolling Mills Co., Montreal.

Canadian Tube & Iron Co., Montreal.

**Steel Granaries**

Metallic Roofing Co., Ltd., Toronto.

**Step Ladder Chairs**

The Stratford Mfg. Co., Ltd., Stratford.

**Stencils**

Hamilton Stamp & Stencil Co., Hamilton, Ont.

Stocks, Dies, for Bolts, Pipes

Butterfield & Co., Inc., Rock Island, Que.

**Steel Stamps**

Brown, Boggs Co., Ltd., Hamilton.

Steel Reinforcing Concrete Bars

Canadian Tube & Iron Co., Montreal.

Can. Rolling Mills Co., Ltd., Montreal.

The Steel Co., of Canada, Ltd., Hamilton.



## Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion when Box Number is required. Each figure counts as one word.

### WANTED

**EXPERIENCED MALE STENOGRAPHER** wanted for hardware business. Apply, stating references and salary expected, to Marshall-Ecclestone, Limited, Timmins, Ont. (35)

**WANTED — CAPABLE SALESMEN** throughout Canada to handle combination locks on commission. This is a very fine line of goods and only good salesmen need apply. Send references and advise territory covered. Canadian Combination Lock Co., Ottawa.

**WANTED—BY A MANUFACTURER OF A** nationally advertised article, jobbing salesman to call on the wholesale hardware and grocery trade in Ontario, Quebec and Maritime Provinces. Write, giving references, salary received and experience, to Box 302, Hardware and Metal, Toronto. (34)

**WANTED—BY SEPT. 1ST—A LIVE YOUNG** man to take charge of the orders in our wholesale department. Must have a good knowledge of the hardware business, and be competent to handle shipments quickly. A good opening for a young man with ambition. Apply to The Bond Hardware Co., Guelph, Ont. (34)

**WANTED—A YOUNG MAN WITH EXPERI-**ence in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (33)

**SUPERINTENDENT FOR FACTORY EM-**ploying 150 men. Must be graduate mechanical engineer with practical experience in factory management. We have a modern plant and a growing business. None but Canadians or Americans with Canadian experience need apply. Box 297, Hardware and Metal. (tf)

### POSITION WANTED

**HARDWARE MAN, AGE 28, TWELVE** years' experience in wholesale and retail, four years as retail manager, open for position Sept. 5th. References. Box 302, Hardware and Metal. (35)

### FOR SALE

**FOR SALE—HARDWARE AND FURNITURE** business—stock of about \$10,000.00, all in good condition, in manufacturing and residential district of Montreal. Apply 1671 Church Ave., Cote St. Paul, Montreal, Que. (38)

**FOR SALE—A GOOD OUTFIT OF TIN-**smith and plumbing tools for sale at a snap. Box 304, Hardware and Metal. (36)

### SITUATIONS WANTED

**EXPERT HARDWARE MAN, SIXTEEN** years' experience, capable of taking charge, ad. writer, sales manager, special sale work, open to accept position. For particulars address Box 296, Hardware and Metal. (34)

**HARDWARE MAN, 30 YEARS OLD, 14** years' experience, wants position. Could take complete charge. Best references. Box 301, Hardware and Metal. (34)

### MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-**stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "E." Otis-Fenson Elevator Co., Toronto.



## OAKEY'S

The original and only  
Genuine Preparation  
for cleaning Cutlery

'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS Limited**

Manufacturers of

Emery, Black Lead, Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

## MANUFACTURERS ATTENTION!

Are you represented in Winnipeg and Western Canada? If not, you should be. I am closely in touch with the jobbing trade of the Canadian Northwest, and if you are interested I would be pleased to hear from you relative to taking your agency. Have close connection with jobbers in Regina, Saskatoon, Calgary and Edmonton.

*Manufacturers of hardware, please note the above.*

**RALPH C. DUNCAN**

**618 McIntyre Block, WINNIPEG**

## FORGETTING

One of the things we all  
do well is to forget.

Names that were house-  
hold words yesterday  
are gone to-day.

Because people knew  
your Name and your  
Line a year ago it is no  
sign they do to-day.  
They forget easily.

Keep yourself in the  
public mind by adver-  
tising. It is just as im-  
portant to make old  
friends remember as it  
is to win new friends.  
Advertising does both.

## IT CAN'T GET OFF THE TRACK!

### A BARN DOOR HANGER THAT STAYS HUNG

The Crown Round Track Hanger has a guide underneath that keeps it in the track.

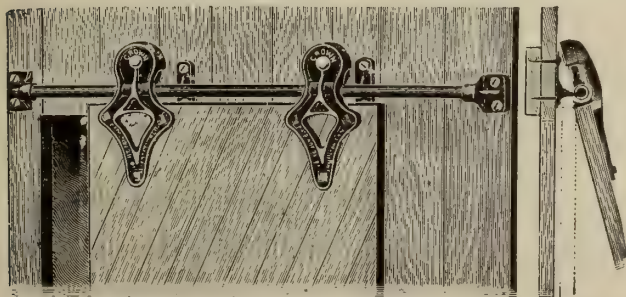
Wheels have case-hardened steel roller bearings, protected from the weather.

Extra supports can be adjusted at exact point required after hanger is erected.

Wrench, coupling tube, end brackets and bolts packed with each pair of hangers.

Show your customers the Crown Round Track Hanger. They will like it. Your jobber keeps it.

**SAFETY DOOR HANGER CO., LIMITED**  
HAMILTON, CANADA



*If interested, tear out this page and keep with letters to be answered.*



**Storage Barrels, Welded**

Winnipeg Ceiling & Roofing Co.  
Winnipeg.

**Store Fixtures, General**

Cameron & Campbell, Toronto.  
Belair Tank & Tower Co.,  
Montreal.  
Walker Bin & Store Fixture  
Co., Berlin, Ont.

**Stoves**

Clare Bros. & Co., Preston.  
Thos. Davidson Mfg. Co.,  
Montreal.  
Findlay Bros., Carleton Place.  
Kir-Ben, Limited, Almonte,  
Ont.  
The Jas. Smart Mfg. Co.,  
Brockville.  
Beach Fdy. Co., Ottawa.  
Thos. Davidson Mfg. Co.,  
Montreal.

**Stoves, Alcohol**

Landers, Frary & Clark, New  
Britain, Conn.

**Street Lighting Equipment**

Northern Electric Co., Montreal.

**Stoves, Coal, Wood**

Kir-Ben, Limited, Almonte.

**Stove Pipe, Nestable**

Collins Mfg. Co., Toronto.

**Stoves, Natural Gas**

The D. Moore Co., Ltd., Hamil-  
ton.

**Stoves, Gasoline**

National Stamping & Electric  
Works, Chicago.

**Stoves, Oil**

The Thos. Davidson Mfg. Co.,  
Montreal.

**Stove Scrapers**

The Steel Co., of Canada, Ltd.,  
Hamilton.

**Stove Pipes**

The Thos. Davidson Mfg. Co.,  
Ltd., Montreal.

**Stoves, Camp**

D. Moore Co., Hamilton.  
National Stamping & Electric  
Works, Chicago.

**Structural Toys**

A. C. Gilbert Co., New Haven,  
Conn.

**Straight Edges**

The Steel Bending Brake  
Works, Chatham.

**Sulphur**

Sanderson, Percy & Co., To-  
ronto.

**Sweeping Compound**

G. F. Stephens & Co., Winnipeg.

**Switches**

Factory Products Co., Ltd.,  
Squares, Steel

The Stanley Rule & Level Co.,  
New Britain, Conn.

L. S. Starrett Co., Athol, Mass.

**Sweat Pads**

The American Pad & Textile  
Co., Chatham.  
Burlington & Windsor Blanket  
Co., Ltd., Toronto.

**Tableware**

Canadian Wm. A. Rogers Ltd.,  
Toronto.  
The Wm. Rogers Mfg. Co.,  
Niagara Falls.

**Tacks**

James & Reid, Perth.  
The Steel Co., of Canada, Ltd.,  
Hamilton.

**Tank Heaters**

Aylmer Pump & Scale Co.,  
Aylmer.

**Table Cutlery, Pearl Handle**

Landers, Frary & Clark, New  
Britain, Conn.

**Tanks, Galvanized, Steel**

Landers, Frary & Clark, New  
Britain, Conn.  
Winnipeg Ceiling & Roofing  
Co., Winnipeg.

**Tanks and Troughs, Farm**

Winnipeg Ceiling & Roofing  
Co., Winnipeg.

**Tank Heaters**

Manitoba Bridge & Iron Works,  
Winnipeg.

**Tapes, Measuring**

The Lufkin Rule Co., Windsor.  
Jas. Chesterman & Co., Ltd.,  
Sheffield, Eng.

L. S. Starrett Co., Athol, Mass.

Tapes and Compounds  
Northern Electric Co., Montreal.

**Tap Holders**

Goodell-Pratt Co., Greenfield,  
Mass.

**Tapping Attachments**

Pratt & Whitney Co., Dundas.

**Taps**

Butterfield & Co., Inc., Rock  
Island, Que.

Pratt & Whitney Co., Dundas.  
The Steel Co. of Canada, Ltd.,  
Hamilton

**Tea Ball Tea Pots**

Landers, Frary & Clark, New  
Britain, Conn.

**Telephone Apparatus**

Northern Electric Co., Montreal.

Telephone, Inter-communicating  
Northern Electric Co., Montreal.

**Tiles, Roofing, Metallic**

Metallic Roofing Co., Ltd., Tor-  
onto.

**Tiling (Rubber)**

Canadian Consolidated Rubber  
Co., Ltd., Montreal.

**Ticket Punches**

Bridgeport Hdwe. Mfg., Co.,  
Bridgeport, Conn.

**Tinned Broom Wire**

Colonial Wire Mfg. Co., Ltd.,  
Montreal.

**Tinned, Mattress, Wire**

Colonial Wire Mfg. Co., Ltd.,  
Montreal.

**Tinners' Snips**

Bridgeport Hdwe. Mfg., Co.,  
Bridgeport, Conn.

J. Wiss & Son Co., Newark,  
N.J.

Landers, Frary & Clark, New  
Britain, Conn.

**Tinners' Tools**

The Steel Bending Brake Wks.,  
Chatham.

Brown, Boggs Co., Hamilton.

**Tin Plates**

M. & L. Samuel Benjamin &  
Co., Toronto.

Roofers' Supply Co., Ltd., Tor-  
onto.

**Tinware**

Thos. Davidson Mfg. Co.,  
Montreal.

**Tires**

Leather Tire Goods Co.,  
Niagara Falls, N.Y.

**Tires, Auto, Bicycle and**

Baby Carriage  
Gutta Percha & Rubber Mfg.  
Co., Toronto.

Canadian Consolidated Rubber  
Co., Montreal.

**Tire Casings**

Leather Tire Goods Co.,  
Niagara Falls, N.Y.

Tire Boots, Sleeves and Patches  
Leather Tire Goods Co.,  
Niagara Falls, N.Y.

**Tire Protectors and Treads**

Leather Tire Goods Co.,  
Niagara Falls, N.Y.

**Tool Handles**

Bridgeport Hardware Corp.,  
Bridgeport, Conn.

**Tool Sets**

Goodell-Pratt Co., Greenfield,  
Mass.

**Tools, Box Opening**

The Bridgeport Hardware Mfg.  
Corp., Bridgeport, Conn.

**Tools, Edge**

H. S. Howland Sons & Co.,  
Toronto.

Buck Bros., Milbury, Man.

**Tools, Boring**

Millers Falls Co., New York.  
Pratt & Whitney Co., Ltd.,  
Dundas.

**Toboggans**

J. E. Beauchamp & Co., Mont-  
real.

**Tools, Driving**

Thos. Pink, Pembroke.

**Tools, Logging**

Thos. Pink, Pembroke.

**Tool Steel**

J. Shipman & Co., Ltd., Shef-  
field, Eng.

**Tools**

The Jas. Smart Mfg. Co.,  
Brockville.

Caverhill, Learmont & Co.,  
Montreal.

Northern Electric Co., Montreal.

L. S. Starrett Co., Montreal.

Wm. Johnson, Newark, N.J.

**Tools, Carving**

Ward & Payne, Sheffield.

**Tool Kits**

Lewis Bros., Ltd., Montreal.

Bridgeport Hardware Mfg. Co.,  
Bridgeport, Conn.

**Tool Grinders**

American Grinder Mfg. Co.,  
Milwaukee, Wis.

**Tools for Shell Manufacture**

Pratt & Whitney Co., Dundas.

**Tools, Carpenters'**

Goodell-Pratt Co., Greenfield,  
Mass.

**Tools, Joiners'**

Ward & Payne, Sheffield.

**Tools, Tire**

The Bridgeport Hardware Mfg.  
Co., Bridgeport, Conn.

**Thimbles**

Collins Mfg. Co., Toronto.

**Tiling, Rubber**

Gutta Percha & Rubber Co.,  
Toronto.

**Tools, Plumbers'**

Wm. Johnson, Newark, N.J.

**Tools, Pipe**

Aylmer Pump & Scale Co.,  
Aylmer, Ont.

**Tools, Mechanics'**

The L. S. Starrett Co., Athol,  
Mass.

Goodell-Pratt Co., Greenfield,  
Mass.

**Tools, Precision**

Goodell-Pratt Co., Greenfield,  
Mass.

**Tools, Tinsmiths'**

Brown, Boggs Co., Hamilton.

**Tools, Sheet Metal Workers'**

Brown, Boggs Co., Hamilton.

**Tools, Threading and Knurling**

Pratt & Whitney Co., Dundas.

**Tools, Track**

B. J. Coughlin Co., Montreal.

**Torches, Gasoline**

Northern Elec. Co., Montreal.

**Toys**

A. C. Gilbert Co., New Haven,  
Conn.

**Track Bolts**

Canadian Tube & Iron Co., Ltd.  
Montreal.

**Track Barn Door**

Beatty Bros., Ltd., Fergus,  
Ont., and Winnipeg.

**Track Systems**

Beatty Bros., Ltd., Fergus,  
Ont., and Winnipeg.

**Trammel Paints**

Stanley Rule & Level Co., New  
Britain, Conn.

**Tower Finials, Metallic**

Metallic Roofing Co., Roofing.

**Toys, Wooden**

J. E. Beauchamp Co., Montreal.

**Trowels**

Bridgeport Hdwe. Mfg. Corp.,  
Bridgeport, Conn.

Wm. Johnson, Newark, N.J.

**Trowels, Plastering**

R. H. Smith Co., St. Catharines.

**Trucks, Factory**

London Fdy. Co., London.

**Trucks, Warehouse**

Aylmer Pump & Scale Co.,  
Aylmer.

Beatty Bros., Ltd., Fergus,  
Ont., and Winnipeg.

London Fdy. Co., London.

**Try Squares**

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Britain, Conn.

**Tubes, Cable and Pneumatic**

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Toronto.

**Tubes**

Williams Bros. & Piggott,  
Birmingham, Eng.

**Twine and Rope**

Consumers Cordage Co., Mont-  
real.

Hamilton Cotton Co., Hamilton.  
Walter Woods & Co., Hamilton.

**Tubing, Draught**

Canadian Consolidated Rubber  
Co., Montreal.

**Tubing, Rubber**

Canadian Consolidated Rubber  
Co., Montreal.

Gutta Percha & Rubber Co.,  
Toronto.

**Tubes, Rods, Etc.**

Tallman Brass & Metal Co.,  
Hamilton

Factory Products Co., Toronto.

Leather Tire Goods Co.,  
Niagara Falls, N.Y.

**Turpentine**

A. Ramsay & Son, Montreal.

Sanderson, Percy Co., Toronto.

**Urns, Tea and Coffee**

Wrought Iron Range Co.,  
Toronto.

Vacuum Bottles and Accessories  
Landers, Frary & Clark, New  
Britain, Conn.

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The Carborundum Co., Niagara  
Falls, N.Y.

**Valley Iron**

Metallic Roofing Co., Ltd., Tor-  
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**Valleys**

Wheeler & Bain, Toronto.

**Valve Discs**

Gutta Percha Rubber Co., Tor-  
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**Valve Grinding Compound**

Northwestern Chemical Co.,  
Marietta, Ohio.

**Valves, Mixing**

G. & W. Gummer, Ltd., Rother-  
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Valves, Rubber, Pump and Tank  
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Gutta Percha & Rubber Co., Tor-  
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**Varnishes**

Berry Brothers., Walkerville.  
Brandram-Henderson Co., Mont-  
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Canada Paint Co., Montreal.

Dougall Varnish Co., Ltd., Mont-  
real.

Wm. Harland & Son., Toronto.

Martin-Senour Co., Montreal.

Benjamin Moore & Co., Toronto.

A. Ramsay & Son, Montreal.

Sanderson Percy & Co., Tor-  
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G. F. Stephens & Co., Winnipeg.

R. C. Jamieson & Co., Montreal.

Sherwin-Williams Co., Montreal.

The Ottawa Paint Wks., Tor-  
onto.

**Varnishes (Shell)**

Martin-Senour Co., Montreal.

**Ventilators**

Wheeler & Bain, Toronto.

Varnishes, Carriage and Railway  
Coach  
Wheeler & Bain, Toronto.

Brandram-Henderson Co., Mont-  
real.

**Varnishes, Coach**

Brandram-Henderson Ltd., Mont-  
real.

Sanderson Percy & Co., Tor-  
onto.

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The Sherwin-Williams Co., Ltd.,  
Montreal.

**Varnishes, Marine**

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real.

Benjamin Moore & Co., Ltd.,  
Toronto.

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Metallic Roofing Co., Toronto.

Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

**Vibrators**

Northern Electric Co., Montreal.

**Vises**

Goodell-Pratt Co., Greenfield,  
Mass.

Stanley Rule & Level Co., New  
Britain, Conn.

National Machinery Supply Co.,  
Hamilton.

North Bros. Mfg. Co., Phila-  
delphia.



- Washers and Rings**  
Canadian Consolidated Rubber Co., Ltd., Montreal.
- Washer Cutters**  
Goodell-Pratt Co., Greenfield, Mass.
- Washers, Galvanized**  
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Washers, Steel Plate**  
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Washers, Cast Iron**  
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Washers, Malleable Iron**  
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Washers, Special**  
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Washers, Plate**  
London Rolling Mills Co., London.
- Washers, Wrought**  
London Rolling Mill Co., London.
- Wrought Washer**  
Mfg. Co., Milwaukee, Wis.
- Washers, Square**  
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Washing Machines**  
Cushman Motor Wks., Winnipeg.  
Cummer-Dowdwell, Ltd., Hamilton.
- The Maytag Co., Winnipeg.  
The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Beatty Bros., Fergus, Ont., and Winnipeg.  
Walter Woods & Co., Hamilton.  
London Fdy. Co., Ltd., London.
- Washing Machines, Electric**  
Cushman Motor Wks., Winnipeg.  
Cummer-Dowdwell Ltd., Hamilton.
- Northern Electric Co., Montreal.  
The Maytag Co., Winnipeg.
- Washing Machines, Hand, Water, Gasoline Engine Drive**  
Cummer-Dowdwell Ltd., Hamilton.  
Cushman Motor Wks., Winnipeg.  
The Maytag Co., Winnipeg.
- Watering Cans**  
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Water Pressure Systems**  
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- Weathervanes**  
Metallic Roofing Co., Ltd., Toronto.
- Weather Strip, Metal**  
Best Weather Strip Co., Hamilton.  
Swan Mfg. Co., Winnipeg.
- Weather-Strip**  
Burlington Windsor Blanket Co., Ltd., Toronto.
- Well Curb, Corrugated**  
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- Wheelbarrows**  
London Fdry. Co., Ltd., London.
- Whiffletrees**  
J. H. Still Mfg. Co., St. Thomas.
- Whisks**  
Meakins & Sons, Ltd., Hamilton.  
Walter Woods & Co., Hamilton.  
T. S. Simms & Co., Ltd., St. John, N.B.
- White Lead**  
Brandram-Henderson Ltd., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.  
The Ottawa Paint Works, Toronto.  
Sarderson Percy & Co., Toronto.  
Martin-Senour Co., Montreal.
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Wm. Stairs, Sons & Morrow, Halifax, N.S.  
Caverhill, Learmont & Co., Montreal.  
Lewis Bros., Ltd., Montreal.  
H. S. Howland, Sons & Co., Toronto.  
Frothingham & Workman, Ltd., Montreal.  
Whites, Collingwood, Ont.
- Wicks, Lamp and Stove**  
Hamilton Cotton Co., Hamilton.
- Window and Doors, Fireproof Metal**  
Winnipeg Ceiling & Roofing Co., Winnipeg.  
Metallic Roofing Co., Ltd., Toronto.
- Willowware**  
Walter Woods & Co., Hamilton.
- Window Screen Cloth**  
The B. Greening Wire Co., Ltd., Hamilton.
- Winches**  
Manitoba Bridge & Iron Wks., Winnipeg.
- Window Glass**  
A. Ramsay & Son, Montreal.  
Toronto Plate Glass Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Window Guards**  
Canada Wire & Iron Goods Co., Hamilton.
- Wing Boot Calks**  
The Steel Co. of Canada, Ltd., Hamilton.
- Wire**  
Canadian Tube & Iron Co., Montreal.  
Colonial Wire & Mfg. Co., Ltd., Montreal.  
Factory Products Ltd., Toronto.  
B. Greening Wire Co., Hamilton.  
Northern Bolt & Screw Co., Owen Sound.  
Steel Co. of Canada, Ltd., Hamilton.  
The Laidlaw Bale-Tie Co., Ltd., Hamilton.  
The Western Wire & Nail Co., Ltd., London, Ont.
- Wire, Bright Annealed, Oiled Annealed**  
Colonial Wire Mfg. Co., Ltd., Montreal.  
Northern Bolt & Screw Co., Owen Sound.
- Wire Cloth**  
Canada Wire & Iron Goods Co., Hamilton.  
B. Greening Wire Co., Hamilton.
- Wire, Broom**  
Laidlaw Bale-Tie Co., Hamilton.
- Wire, Coppered, Spring**  
The B. Greening Wire Co., Ltd., Hamilton.
- Wire, Clothes Line**  
The Steel Co. of Canada, Ltd., Hamilton.  
The Western Wire & Nail Co., Ltd., London, Ont.
- Wires and Cables**  
Northern Electric Co., Montreal.
- Wire Cutters**  
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
- Wire Door Mats**  
The B. Greening Wire Co., Ltd., Hamilton.
- Wire, Spring, Piano, Umbrella**  
J. Shipman & Co., Ltd., Sheffield, Eng.
- Wire, Galvanized**  
Banwell Hoxie Wire Fence Co., Hamilton.  
J. Shipman & Co., Ltd., Sheffield, Eng.  
The Western Wire & Nail Co., Ltd., London.
- Wire Lathing**  
The B. Greening Wire Co., Ltd., Hamilton.
- Wire Goods, Bright**  
The Steel Co. of Canada, Ltd., Hamilton.
- Wire Guards**  
The B. Greening Wire Co., Ltd., Hamilton.
- Wire, Tinned, Mattress**  
The B. Greening Wire Co., Ltd., Hamilton.
- Wire and Fencing**  
Caverhill, Learmont & Co., Montreal.  
Banwell-Hoxie Wire Fence Co., Hamilton.
- Wire, Stove Pipe**  
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
- Wire Nails**  
Canadian Tube & Iron Co., Montreal.  
Colonial Wire Mfg. Co., Ltd., Montreal.  
The Western Wire & Nail Co., Ltd., London, Ont.  
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- Wire, Annealed**  
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
- Wire, Barbed**  
Banwell-Hoxie Wire Fence Co., Hamilton.
- Wire, Iron, Steel, Brass and Copper**  
Steel Co. of Can., Hamilton.  
Colonial Wire & Mfg. Co., Montreal.
- Wire Mattress**  
Laidlaw Bale-Tie Co., Hamilton.
- Wire Rope**  
Greening Wire Co., Hamilton.
- Wire, Smooth**  
Colonial Wire Mfg. Co., Ltd., Montreal.
- Wire Spring**  
Colonial Wire Mfg. Co., Ltd., Montreal.  
Coghlin Co., Ltd., Montreal
- Wire Work**  
Greening Wire Co., Hamilton.
- Wiring Devices**  
Northern Electric Co., Montreal.
- Wood Screws**  
Canadian Tube & Iron Co., Ltd., Montreal.  
Colonial Wire Mfg. Co., Ltd., Montreal.  
Steel Co. of Can., Hamilton.
- Woodware, Household**  
Stratford Mfg. Co., Stratford.
- Wood, Wagon and Carriage**  
J. Ackland & Son, Winnipeg.
- Woodenware**  
Meakins & Sons, Ltd., Hamilton.  
Walter Woods & Co., Hamilton.  
Cane & Sons Co., Newmarket.
- Wrenches, Chain**  
Trimont Mfg. Co., Roxbury, Mass.
- Wrapping Paper**  
Walter Woods Co., Hamilton.
- Wool, Lead**  
Canada Metal Co., Ltd., Toronto.
- Wrenches**  
Coghlin Co., Ltd., Montreal.  
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Will B. Lane, Chicago.  
Mossberg Co., Attleboro, Mass.  
Jas. Smart Mfg. Co., Brockville.  
Trimont Mfg. Co., Roxbury, Mass.  
North Bros. Co., Philadelphia.  
L. S. Starrett Co., Athol, Mass.  
Star Mfg. Co., Carpentersville, Ill.
- Wrenches, Auto, Monkey**  
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- Wrenches, Adjustable**  
Mossberg Co., Attleboro, Mass.
- Wrenches, Pipe, Chain**  
Trimont Mfg. Co., Roxbury, Mass.
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Will B. Lane, Chicago.
- Wrenches, Sockets**  
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- Wrenches, Rim**  
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- Wrenches, Monkey**  
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- Zinc Ornaments and Stampings**  
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Faultless Caster Co. ....	82		<b>T.</b>				<b>V.</b>			
Findlay Bros. Co., Ltd. ....	38-39		<b>U.</b>				<b>W.</b>			
Ford, H. M. ....	210		<b>V.</b>				<b>X.</b>			
Frothingham & Workman, Ltd. ....	14		<b>W.</b>				<b>Y.</b>			
<b>G.</b>			<b>X.</b>				<b>Z.</b>			
Gilbert, A. C. & Co. ....	10		<b>Y.</b>				<b>AA.</b>			
Gillette Safety Razor Co., Ltd. ....	72-73		<b>Z.</b>				<b>BB.</b>			





### The "Chesterfield"

Anchor Brand Tea, Dessert and Table Spoons; Medium and Dessert Forks bearing this Trade Mark are plated full extra plate, which is 25% heavier than the old Standard Quality, and in addition XII. or sectional plate on the parts most exposed to wear; stamped with the quality trade-mark "XII" and sold at the same list prices formerly used for Extra Plate.

TRADE MARKS



**ROGERS**



### HEAVY WEIGHT

We use the finest quality nickel silver as a base for plating our Forks and Spoons and highly tempered extra quality steel for our knives. We guarantee our 12 dwt. quality to strip at least 12 dwt. of silver to the dozen.

### The "Hampden"

Have our traveler call. Our samples show what the tendencies in the best Cutlery and Flatware are; and our prices enable you to do a very profitable business.

TRADE

**WM. ROGERS & SON**

MARK

**THE WM. ROGERS MFG. CO., Limited**  
**NIAGARA FALLS CANADA**

Successor to the Canadian Branch of The Wm. Rogers Mfg. Co., Meriden, Conn.



# TORONTO LOCK MFG. CO.

**FACTORIES:**

**Paterson Place  
Toronto-Can.**

**Manufacturers of Builders', Constructional  
and Cabinet Hardware.**

**PROMPT SHIPMENTS**

**Send us your enquiries for**



**Anything  
and  
Everything  
In  
Hardware**



**Special  
Hardware  
To  
Order**



**PRICES RIGHT**

*If interested, tear out this page and keep with letters to be answered.*





# Wm. Harland & Son

Established in 1791



## Trade Within The Empire

Buy your Imported Varnishes and Enamels from our ***English Factory.***

Buy your ***Domestic*** goods from our ***Canadian Factory.***

Everyone employed by Wm. Harland & Son in Canada (Management, Sales Force, Office and Factory) is British.

All British Capital. All British Labor.



Factories:

**Merton, Surrey, England**  
**Toronto, Canada**





# The Vogue of Community Plate



Photographed by permission.

## DINING ROOM of MRS. O. H. P. BELMONT

*Mrs. Belmont, who is as prominent in Suffrage as she is in Society, is the mother of Consuelo, Duchess of Marlborough. Her dining room is furnished with the Patrician design in Community Plate.*

### A FEW DISTINGUISHED PATRONS of COMMUNITY PLATE

Mrs. O. H. P. Belmont, New York  
Hon. Mrs. Beresford, London  
Baroness de Meyer, New York  
Mrs. James B. Haggin, New York  
Mrs. Oliver Harriman, New York  
Baroness Huard, Paris

*Patrician design*  
*Sheraton design*  
*Sheraton design*  
*Patrician design*  
*Sheraton design*  
*Patrician design*

Mrs. F. C. Havemeyer, New York  
Mrs. Robert Jordan, Boston  
Mrs. Honoré Palmer, Chicago  
Princess Troubetzkoy, New York  
Mrs. James Viles, Chicago  
Mrs. Reginald C. Vanderbilt, New York

*Patrician design*  
*Georgian design*  
*Sheraton design*  
*Patrician design*  
*Patrician design*  
*Patrician design*

*A chest containing a complete outfit of Community Plate for the table can be bought at prices ranging from \$75 to \$500.*

*Or sold in individual sets; for instance, tea-spoons \$5 the dozen (in U.S.A.).*

ONEIDA COMMUNITY, LTD.  
ONEIDA, N. Y.



PATRICIAN ORANGE SPOON

The above Advertisement will appear in the leading Magazines this Fall



# HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888  
No. 35

Aug. 26  
1916

THE MACLEAN PUBLISHING COMPANY, LIMITED  
PUBLICATION OFFICE: TORONTO, CANADA

*Look for the  
PAROID ROLL*

## Government Selects Paroid

Over 500,000 square feet of Paroid roofing have been used by the Canadian Government in military construction work in Camp Borden, Hamilton Barracks and Halifax Barracks.

## NEPONSET Paroid ROOFING

GREY

GREEN

RED

Fall advertising starts immediately. Get in line for a brisk demand for Paroid. Keep up your stock, display the roll prominently, advertise and get your share of the business.

*Write for a copy of the advertising campaign booklet.*

BIRD & SON, DEPT. V  
Hamilton - Ontario

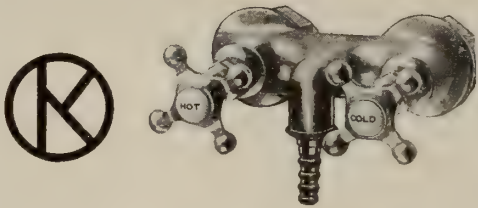
Warehouses: Winnipeg, Vancouver, Calgary  
Montreal, St. John, Edmonton

The Largest Manufacturers of Roofings,  
Wall Boards and Roofing Felts in Canada





# Some New Plumbing Lines



NICKEL PLATED

4-Arm China Index Handles.  
N.P. Tails Screwed for  $\frac{1}{2}$  inch I.P.  
 $3\frac{3}{8}$  inch C. to C.

We have yet to  
see a better line



O.K. Basin Cock



KO6-2  
Porcelain Lavatory



Solid Porcelain Lavatory Bracket

We know we  
can interest  
you in

Delivery, Quality,  
Finish and Price.



C12 Low Tank Combination  
with Climax Pyralin Seat and  
N.P. Bar Hinge.

## T. McAvity & Sons, Limited

MONTREAL

ST. JOHN, N.B.

WINNIPEG



## BUFFALO BRAND



## Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which  
are not sold direct to consumers.

The **ONLY** firm who protects the Dealer  
in this way is

**Prairie City Oil Company, Ltd.**  
WINNIPEG, MAN.

Place your order with the one and only firm who has  
your interests at heart, and protects you in this way.

**"P.&W.  
Co."**



**PRECISION  
QUALITY  
DELIVERY**

*Guaranteed*

If your jobber cannot supply you, **WRITE US DIRECT.**

**Pratt & Whitney Company**  
of Canada, Limited  
Dundas, Ontario, Canada  
MONTREAL  
723 Drummond Bldg.  
VANCOUVER  
609 Bank of Ottawa Bldg  
WINNIPEG  
1205 McArthur Bldg.

## Let There Be Light—And Life

You and your customers know that the element required of an ignition battery is life—strong, active, enduring—SERVICEABLE. It must do the work required of it. Failure will not be excused.

Your customer looks for service value and is willing to pay for it. You do not need to cut the price on North Star Batteries. Your customer wants them at the full price and will pay his money.

Get this point clearly—make your just profit. North Stars will then be money-makers for you while serving your customers.

**THE WESTERN BATTERY FOR THE WESTERN NEED**

Your jobber has

**NORTH STAR BATTERIES**

**CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA**



# ANOTHER UNIVERSAL SALES CAMPAIGN To Stop *the* Shoppers *and Sell* The Choppers -

To turn the public interest to your store and increase your demand during the period of our Sales Campaign in September, we will give three cash prizes for the best windows of Universal Food Choppers in which the display material which we furnish free is used.

**Landers, Frary & Clark**  
NEW BRITAIN, CONN.



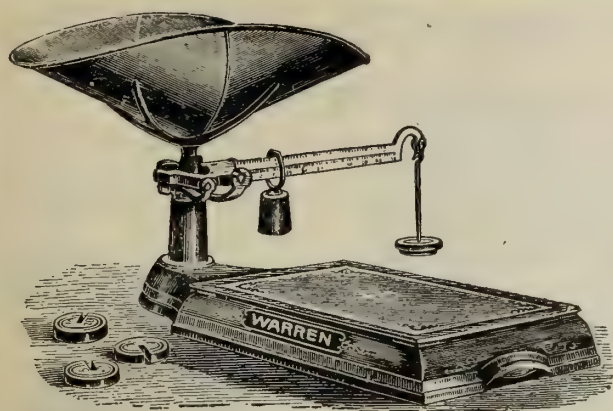
Have you received your copy of the new Bulletin on the big Campaign for Universal Choppers? If this has not come to you, write for one to-day and get full information on the window trimming contest about to start.

**A. Macfarlane & Company,**  
Montreal  
Canadian Representatives



*If interested; tear out this page and keep with letters to be answered.*





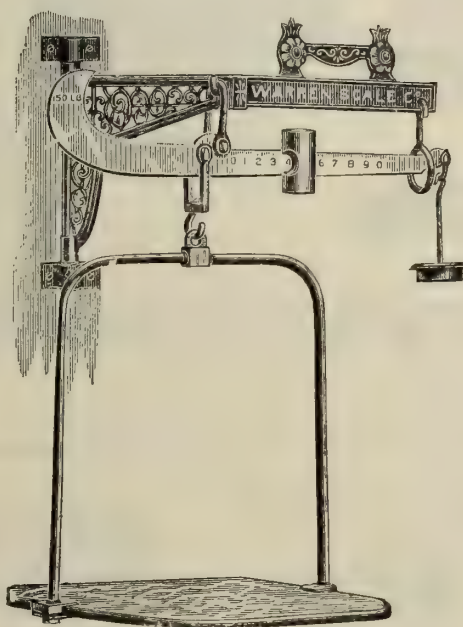
FARMERS UNION

**We can quote you  
a price on any  
kind of Scales**

*We handle:*

Even Balance  
Grocers' Meat  
Grocers' Trip  
Grocers' Counter  
Grocers' Tea  
Butter Trip  
Household  
Package  
Postal Scales

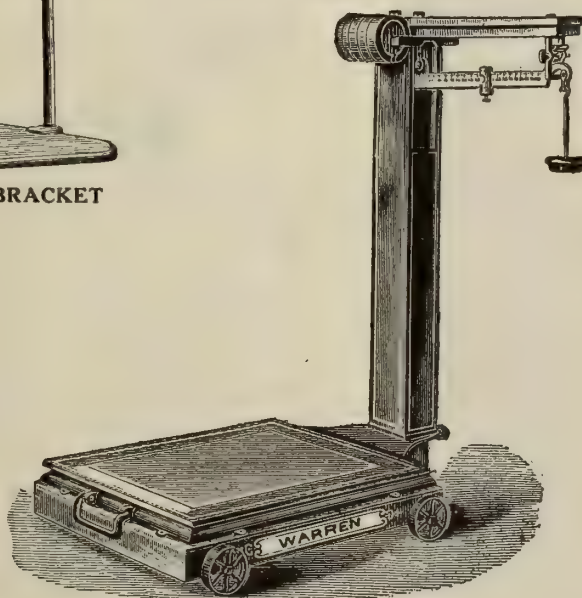
Lobster Packers  
Platform Counter  
Portable Platform  
Union  
Dairy  
Weigh Beams  
Wagon Scales  
Bathroom Scales



BUTCHERS SWING BRACKET

Scale Weights of every  
description.

*Write us for particulars.*



PLATFORM SCALES

**LEWIS BROS., LIMITED, MONTREAL**

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

*If interested, tear out this page and keep with letters to be answered.*

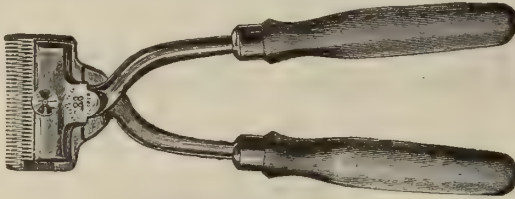


# PRIEST'S HORSE and TOILET CLIPPERS

## Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

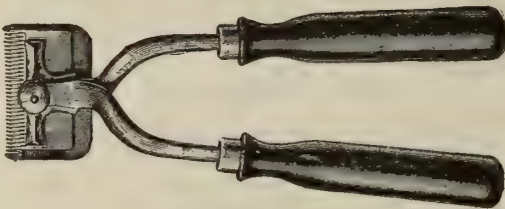
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



**BALL BEARING**  
Retailing at about \$2.50.

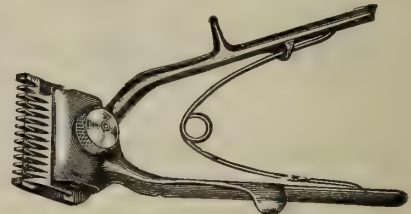


**NEW MARKET PATTERN**  
Retailing at about \$1.75.



**LENOX**  
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



**Hunter, Fetlock and Dog Clipper**  
Retailing at about \$1.50.

### A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

OFFICIAL  
AWARD  
RIBBON



PANAMA PACIFIC  
INTERNATIONAL  
EXPOSITION  
SAN FRANCISCO  
1915

*Charles D. ...*  
PRESIDENT

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

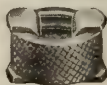
*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

*John G. ...*  
DIRECTOR OF EXHIBITS

## TRIMO TOOLS



**Nut with Nut Guards**

**B**E sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG  
NO. 55.

### TRIMONT MFG. CO.

55-71 Amory Street  
Roxbury, Mass.  
U.S.A.



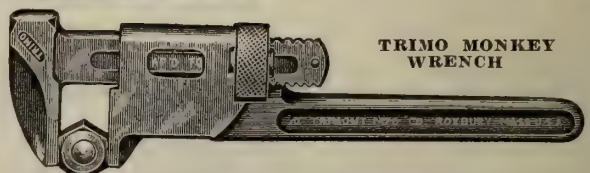
**TRIMO PIPE WRENCH  
WOOD HANDLE**



**TRIMO PIPE WRENCH  
STEEL HANDLE**



**TRIMO PIPE CUTTER**



**TRIMO MONKEY  
WRENCH**



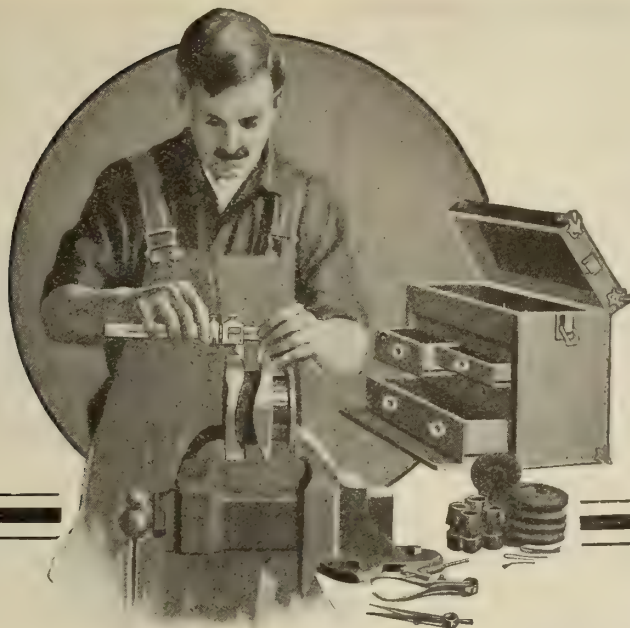
**TRIMO CHAIN WRENCHES**



**WITH FLAT-LINK OR CABLE CHAIN**

If interested, tear out this page and keep with letters to be answered.





## What Makes a Vernier Caliper Accurate?

Can you explain to a prospective customer how one vernier can be better than another? It's a detail of tool salesmanship you might know to advantage—profits on vernier calipers count up fast.

Briefly, the point may be summed up as follows: *The quality of the graduations determines the quality of the tool.* The finest, sharpest graduations are found on

## Starrett Vernier Calipers

A vernier must read accurately to 1/1000 of an inch, yet its finest graduations are only 1/40 of an inch. To divide 1/40" into twenty-fifths is a delicate job. Therefore, the well-defined, clean-cut graduations produced only by our secret

process make possible finer, more delicate adjustment than with any other tools. Show a mechanic these graduations—under a magnifying glass if you can,—and explain why he can take a reading quickly and accurately.

*If you want further details, write for catalog 21MA that describes the whole 2100 styles and sizes of the Starrett line.*



42-502

### The L. S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

New York

London

Chicago



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# MORE HOT WATER



SEE THE  
**Stack**  
**Demonstration**

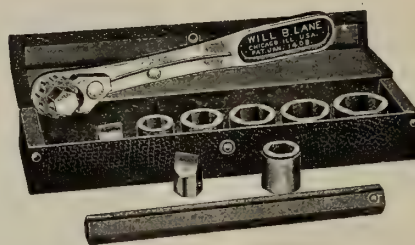
IN THE PROCESS BUILDING  
**Canadian National Exhibition**

The STACK is the quickest in action.  
The STACK is the most rapid heater.  
The STACK will heat a given quantity of water hot in less time than any other heater.  
The STACK is almost an instantaneous heater, for it will begin to circulate hot water within 20 seconds after the gas is lighted.  
The STACK will begin to deliver hot water at the faucet one minute after the gas is lighted.  
The STACK is the most durable heater made.  
The STACK is the easiest and quickest to instal.

**James Morrison Brass Mfg.  
Co., Limited**

93-97 Adelaide Street West, TORONTO

## LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

**THE FORD SET Contains:**—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, **SIX SOCKETS** to fit all nuts and bolt heads on Ford car, including the cylinder head.



**STANDARD SET Contains:**—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from  $\frac{1}{4}$  to  $\frac{1}{2}$  in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to  $\frac{3}{8}$  in.

WRITE FOR PRICES.

**WILL B. LANE**

180 North Dearborn Street

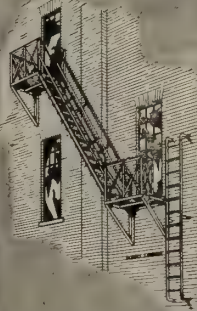
CHICAGO

ILL.

Carried in Stock by:

Aikenhead Hardware, Limited, Toronto, Ont.; J. H. Ashdown Hardware Company, Limited, Winnipeg and Saskatoon; Thomas Birkett & Son Co., Ltd., Ottawa; Caverhill, Learmont & Co., Montreal, Can.; Edwin Chown & Son, Kingston, Ont.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Lewis Brothers, Ltd., Montreal; London Engine Supplies Co., London, Ont.; Lyon & Marks, Toronto, Ont.; Marshall-Wells Hardware Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Mechanics' Supply Co., Quebec; Merrick-Anderson Co., Ltd., Winnipeg, Man.; Miller-Morse Hardware Co., Ltd., Winnipeg, Man.; Millen & Son, Ltd., Montreal, Can.; Millen & Son, Ltd., Toronto, Ont.; Millen & Son, Ltd., Winnipeg, Man.; Millen & Son, Ltd., Vancouver, B.C.; J. S. Mitchell & Co., Sherbrooke, Que.; Rice Lewis & Son, Ltd., Toronto, Ont.; Wood-Vallance & Co., Hamilton, Ont.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Wood-Vallance & Leggat, Ltd., Vancouver, B.C.; Wood-Vallance & Co., Ltd., Winnipeg, Man.

## FIRE ESCAPES



**RIGHT  
IN YOUR LINE**

Mr. Hardwareman,  
and a good profit on  
every job. Write us  
**Dennis Wire & Iron  
Works Co., Ltd.**  
London, Ont.

**DENNIS  
LONDON**



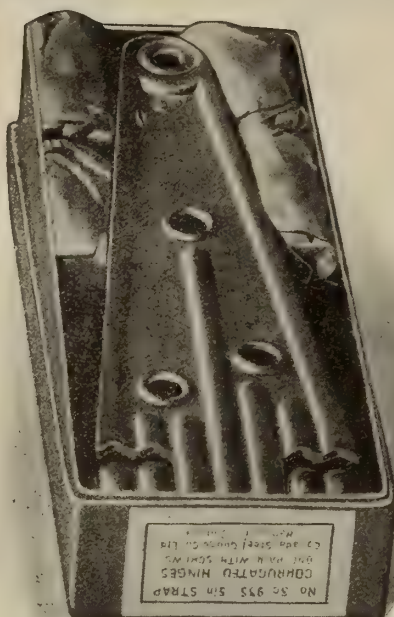
**I**N the September ninth issue of this paper, and in the September issue of our house organ, "Plymouth Products," there will appear what we believe to be one of the most interesting and important announcements ever made to the rope trade. Read it and see if you don't agree with us.

**PLYMOUTH CORDAGE CO.**  
NORTH PLYMOUTH, MASS.—WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED  
TORONTO, CANADA      CANADIAN SALES AGENTS







No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges .....	" " "	SC 904
Heavy Strap Hinges .....	" " "	SC 209
Heavy Tee Hinges .....	" " "	SC 609
Corrugated Strap Hinges "	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

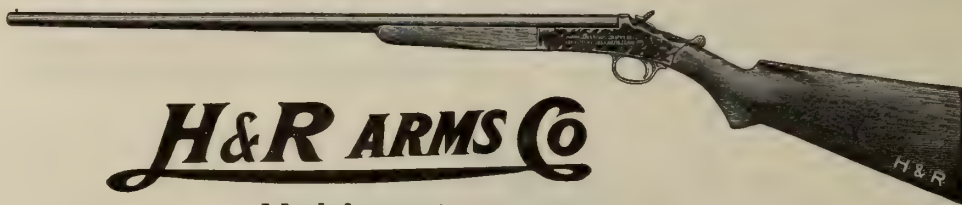
For sale by all the Leading Wholesale Hardware Merchants.

Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

# A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

- 24 Gauge, 28 or 30 inch Barrel
- 28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

**Harrington & Richardson Arms Company**

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

*If interested, tear out this page and keep with letters to be answered.*





**Quality**

**Service**

# **The Steel Company of Canada, Limited**

## **PRODUCTS**

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### **FORGINGS**

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware, Top Goods, Etc.

### **WIRE, ETC.**

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered Liquor Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### **RAILWAY FASTENINGS**

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### **NAILS, SPIKES, RIVETS, ETC.**

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes. Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### **POLE LINE HARDWARE**

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### **BOLTS, NUTS AND WASHERS**

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts, and Washers.

### **WROUGHT PIPE**

Black and Galvanized Nipples and Couplings.

### **SCREWS**

Wood and Machine Steel, Brass and Bronze.

### **LEAD PRODUCTS**

Lead Pipe, White Lead, Shot and Putty.

# **The Steel Company of Canada, Limited**

**HAMILTON TORONTO**

**MONTREAL WINNIPEG**



*If interested, tear out this page and keep with letters to be answered.*



# Big Doings At The Fair



**"And I'm the man—it's Tom Alcock of Gurney's speaking—who's got the job of telling you dealers about it.**

The chief told me the other day that he was holding such a handful of winners about our Exhibit at Toronto Fair that there was only one man could tell about it and be believed. And he said I was that man. Well, well, smiles all round! But he may be right.

Well, anyway, we certainly have the finest stove and heating exhibit I ever saw, and I've seen a-plenty.

We've got a bigger space, far bigger, and we're certainly putting in some time at polishing it up with price tags, show cards, maps, pictures, etc., and it's going to be worth seeing. In the Stove Building, of course.

## **That's only the start.**

Get this—we're going to have a big bunch of our own salesmen up there **SELLING STOVES** to the public for dear life, day and night, for two solid weeks and believe me—those boys are on a diet of pepper and walking around on stilts right now, getting ready. Of course every sale they make is credited back to the dealer whose territory is concerned, and with the Boss looking on there's sure going to be 'some bunch' of sales.

Come on down and watch the fun. I'll be there myself.

Of course you all know—but I want to pound the desk with it—you're as welcome as the day to make our Exhibit and our Offices here on King Street West your headquarters during Exhibition. Don't forget this. Have your mail addressed here. Surely come in and tell us your experiences and we'll tell you ours.

We're going to do the same thing at Ottawa—in other words, we're going to make the Gurney-Oxford exhibit a real, big, forceful sales-making rush that will put profits direct into your pockets. I think this is the first time any Stove House has done this for you dealers, and it's going to be a big success.

**That's all."**

**Gurney Foundry Company,  
Limited**

**476-534 West King Street, Toronto**  
**Montreal    Hamilton    Winnipeg**  
**Calgary        Vancouver**

*If interested, tear out this page and keep with letters to be answered.*



**DO YOU WANT THE SOLE AGENCY FOR THIS?**

# The Enterprise Perfect Double High Oven Range

One of the most beautiful, as well as the most practical and "common-sense" Steel Ranges ever offered. Its many novel features, as well as its simplicity and ease of operation, mark a new era in Range construction.

It has **TWO OVENS**, instead of one, thus doubling the capacity of the ordinary Range and the amount of work that can be done in the same time and with the same amount of fuel. Each oven is 20 inches square and works perfectly.

Each door is fitted with thermometer, and made to drop level with the oven bottom: in addition to which the lower or "**DAYLIGHT OVEN**" is fitted with specially tempered glass, and is just the right height for easy operation.

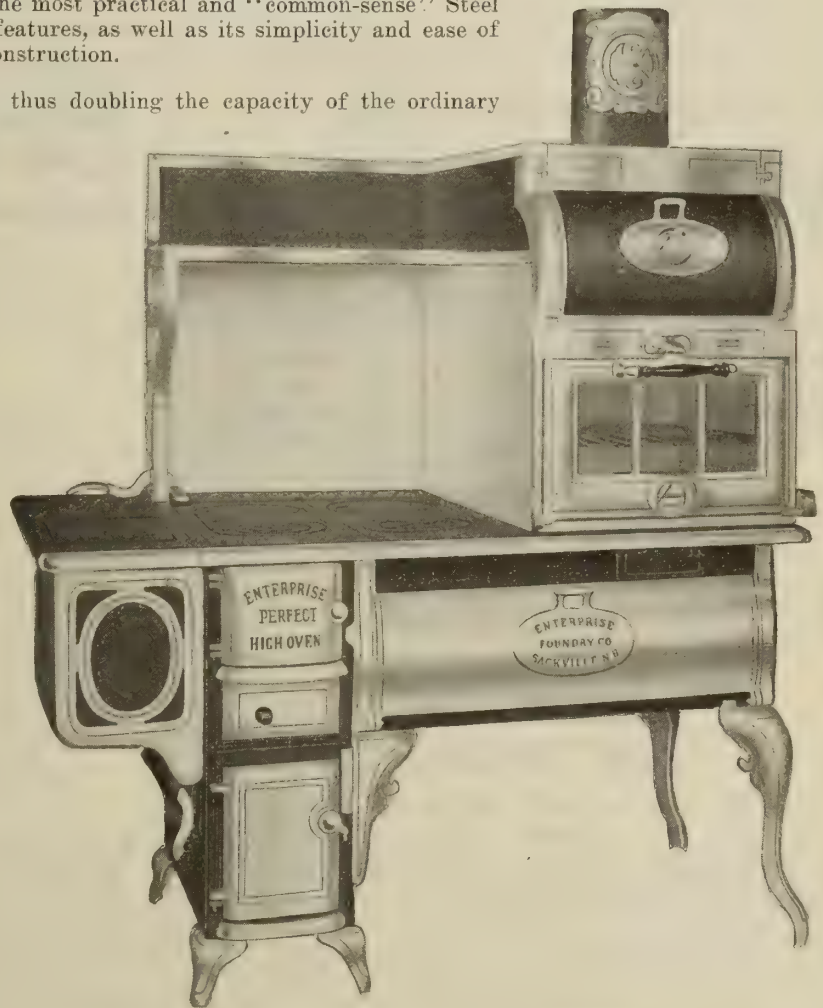
Both ovens have perfectly smooth walls and floors, and, the joints being airtight, there is not the least trouble in keeping them beautifully clean.

The **FLUES** are large and of the simplest construction, ensuring easy operation, and will not clog with the dirtiest fuel. The **CLEAN-OUT DOORS** are so placed that the flues can be easily cleaned from the front.

The **BACK** surrounding the cooking surface is of White Porcelain Enamel, 19 inches high. This not only presents a beautiful appearance, but can be kept perfectly clean, and is the most sanitary finish that can be procured. The **SHELF** above this back leaves plenty of space below for pots, etc. The **RESERVOIR IS DETACHABLE**. It simply hooks on, and can be attached or detached in an instant. It is made of Heavy Sheet Copper, and holds 9 Imperial gallons.

Burns any kind of fuel and will do more work with less fuel than any other Range made.

Secure the Agency for this Wonderful Range for your Locality and write to-day for a copy of our New 104-page illustrated Catalog, just out, showing one of the finest and most complete lines of ranges and furnaces made in Canada.



**The Enterprise Foundry Company**  
SACKVILLE, N.B.

*If interested, tear out this page and keep with letters to be answered.*



*If you want easy-fitting Eavetrough and Conductor Pipe order from us.*

GET OUR PRICES FOR  
GALVANIZED IRON SHEETS.

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

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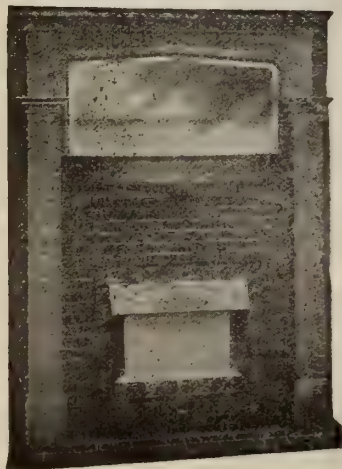
**Wrought Washer Mfg. Co.**  
MILWAUKEE, WIS.

## Brooms of Quality

may always be had by ordering our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**  
HAMILTON and WINNIPEG



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

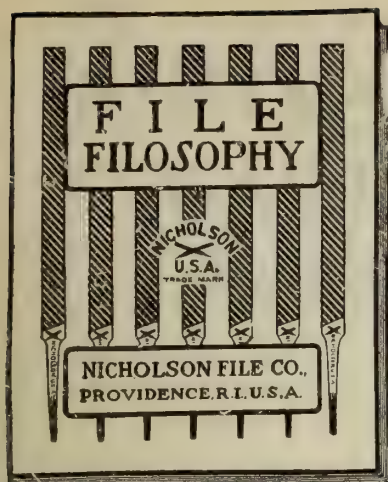
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WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**  
9 and 11 Pitt St. East, Windsor, Ont.







# You Should Have a Copy

We want to put into the hands of every reader of Hardware and Metal a copy of this little booklet. It is worth reading because it emphasizes the up-to-date manufacturer's appreciation of files, and the part files have in developing efficient shop practice.

We have spent many years educating manufacturers, shop superintendents and workmen that it is wasteful to use a file when it has reached its "inefficient point." The result has been a wonderful increase in the demand for the Famous Five files.

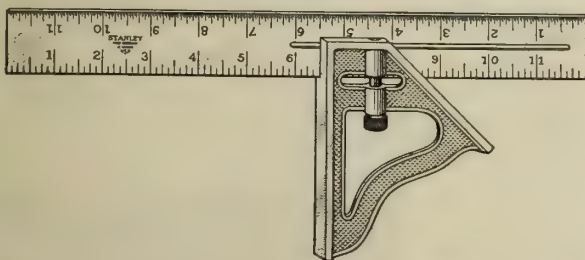
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*(Made in Canada)*

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The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

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Both Handle and Blade are nickel-plated. Made in three sizes—6—9—12-inch blades.

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**Holes in Graniteware, Hot Water Bottles  
and All Cooking Utensils are Quickly  
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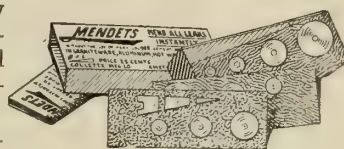
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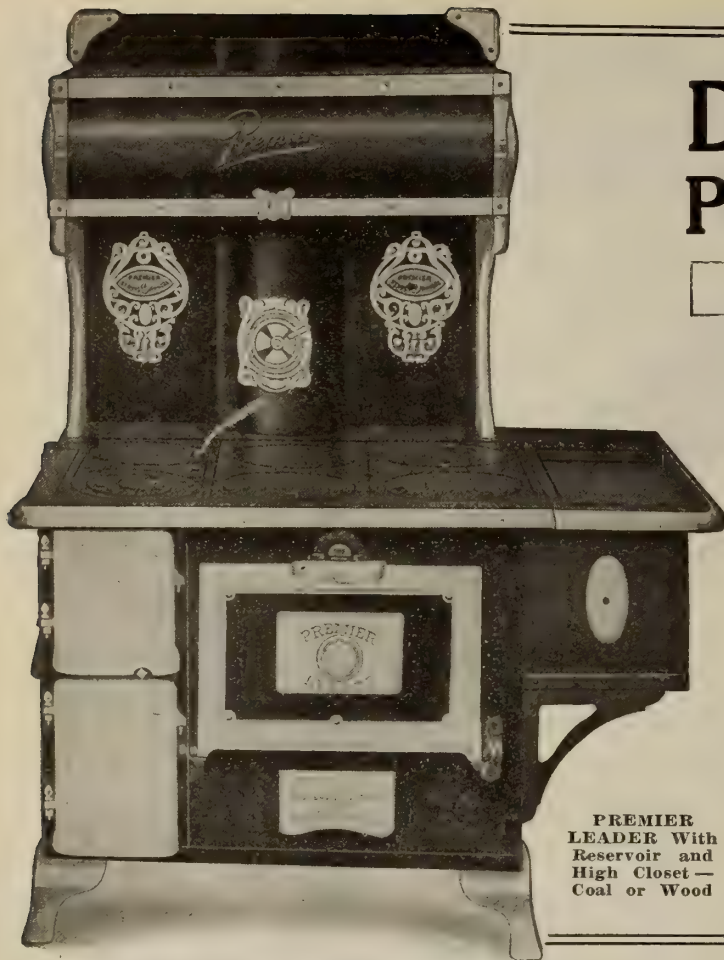
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COLLINGWOOD, ONTARIO**

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**PREMIER  
LEADER With  
Reservoir and  
High Closet —  
Coal or Wood**

# DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

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1916

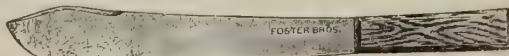
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Brides are buying home necessities. Every housewife needs kitchen cutlery. You can increase your sales and profits if you are in a position to

### *Supply This Demand*

There is one line which is sure to please and satisfy even the most critical customer. It's FOSTER BROS.' Cutlery. A timely display of these goods will increase your business and help you secure new customers.

For 25 years FOSTER BROS.' Cutlery has been world famous. It's guaranteed to give satisfaction and to be the highest quality it is possible to produce.



Display this line now. Ask your jobbers for particulars and write for illustrated descriptive catalogue.

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New York City

SCALE MAKERS SINCE 1835

## 16 men on a Hercules Step-Ladder

Absolutely the strongest step-ladder made. The best materials are used. Steps and top wide and strongly trussed. Will hold over a ton and a half in weight.

You can recommend it just as highly as you want to. It will back up anything you say of it.

A ladder which appeals to everyone. A strong seller.

Write for catalogue showing our complete line of ladders.

**The Stratford  
Mfg. Co., Ltd.**  
Stratford, Can.





# Toncan Metal News

Vol. 1—No. 2

PUBLISHED IN THE INTEREST OF  
BETTER SHEET METAL

August, 1916

## NEW COTTON MILL DEFIES DESTRUCTION

**Corrosion-Resisting and Fireproof Materials Are Used in New Cotton Mill**

Three carloads, or to be exact, 61 tons of Toncan Metal Sheets were used on the Naumkeag Steam Cotton Company's new buildings for window frames, ventilators and sawtooth skylights.

Directly in the path of the flames which swept Salem, Mass., stood this company's old buildings. They were almost totally destroyed. One costly experience of this kind was enough for this firm. And so the architects, Lockwood, Greene & Co., Boston, were instructed to make the new buildings as destruction-proof as possible.

Particular stress was laid on the window frames and skylights. These must be fireproof; otherwise flames would have easy access to the interior of the buildings when the sash was destroyed.

But they must be durable also. A replacement of 307 window frames and 53,000 square feet of skylights would be no small item. So the architects sug-



**SHEETS AND PRODUCTS**  
*Resist Corrosion*

Toncan Metal Sheets are corrosion-resisting because they are pure, homogeneous and made by special scientific processes.

A few of the products made from Toncan Metal Sheets are: Roofing, Siding, Eavestrough, Conductor Pipe, Shingles, Ventilators, Skylights, Window Frames, Cornice, etc.

**The Pedlar People, Ltd., Oshawa, Ont.**  
Canadian Distributors

**The Stark Rolling Mill Co., Canton, O.**  
Sole Makers

gested Toncan Metal Corrosion-Resisting Sheets, which were eventually specified and used; E. Van Noorden & Co., Boston, doing the sheet metal work.

### Answers to Questions

B. R. N.—Yes. Toncan Metal Sheets are used for many other purposes besides building construction. There are Toncan Metal boats, tanks, street signs, advertising signs, furnaces, refrigerators, passenger and freight cars, culverts, etc. In fact, Toncan Metal is suitable for all purposes where sheet metal can be used and where economy is essential.

R. F. L.—Toncan Metal is not made lighter than 28-gauge galvanized and 26-gauge black.

E. G. L.—Toncan Metal is very ductile and is excellently suited for forming and bending.

M. C. D.—Do not accept it unless it bears the Toncan Metal Trade-Mark.

### An Interesting Book

Do you know what causes corrosion; the difference between rust and corrosion; and why Toncan Metal is so durable? If not, write for this book. It's free.



### Quoth The Corrosion Devil

A galvanized coating covers a multitude of sins; therefore, be sure that the sheet metal itself is durable.



Naumkeag Steam Cotton Co., Salem, Mass. (Toncan Metal Sheets and Products Used) Lockwood, Greene & Co., Boston, Archts.

*If interested, tear out this page and keep with letters to be answered.*



# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN  
CANADA



It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.



## High Quality TOOLS

that you'll find  
very profitable

A complete assortment of  
Beveled Edge Shank and  
Socket Chisels, Pattern  
Makers' Chisels and  
Gouges, and Handled  
Turning Tools.

Write for catalog and full  
particulars.

**Buck Brothers**

Milbury, Mass., U.S.A.



## Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—  
Little Work,  
in the Home  
Laundry with  
this **LABOR  
SAVER.**

Style "B"  
made with-  
out electric  
motor for  
use with  
Gasoline,  
Steam en-  
gine, or  
Windmill.

Great for the  
Farm.



Style "A"

Made only by

**Cummer-Dowswell, Limited**

Hamilton,

Ontario



## THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and  
perfectly.

Hundreds of thousands of them already in use, and  
our customers tell us they are better than advertised.

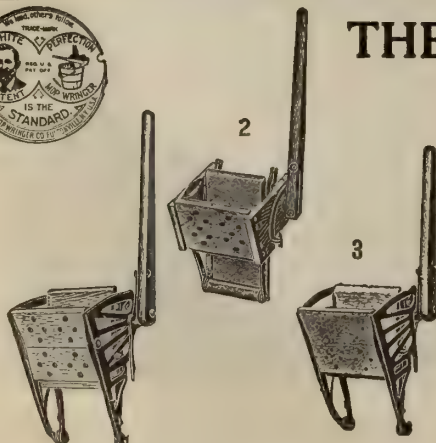
Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.


**WHITE MOP WRINGER CO.**

FULTONVILLE, N. Y.



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## Well Balanced— Proved Loads—

are loads that make certain a full game bag

The most practical load for wild fowl shooting contains  $3\frac{1}{4}$  drams of powder and  $1\frac{1}{8}$  ounces of chilled shot—years of experience and thousands of tests have proven this conclusively.

Powder and shot cost money and must give a fair return to be satisfactory—therefore, why take chances of having your judgment criticized by recommending a light load that will not be as effective in filling the game bag?

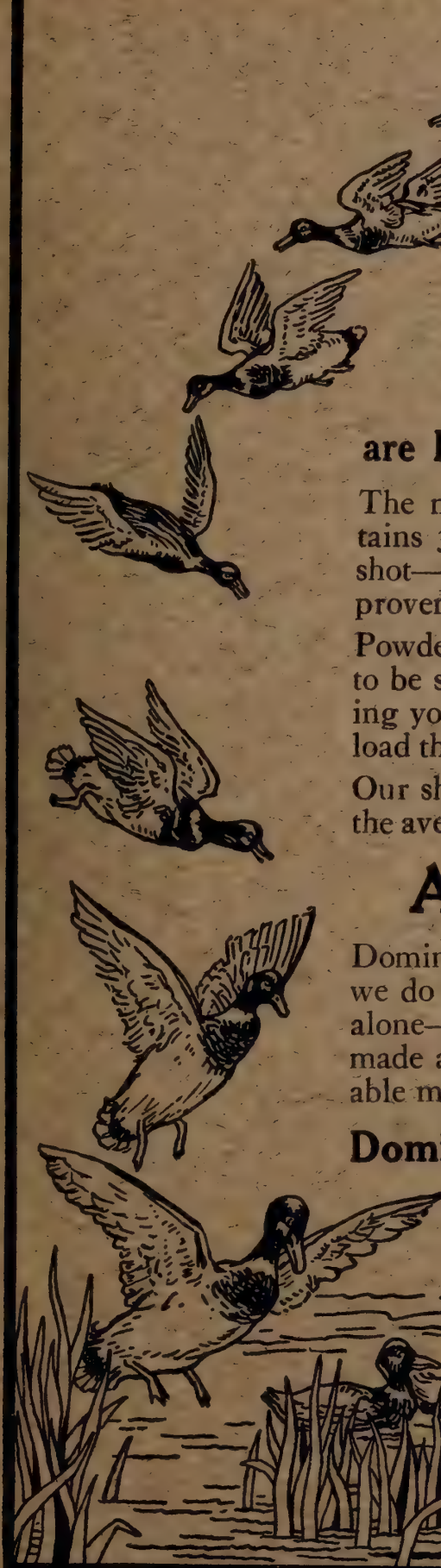
Our shot shells are made not only to sell, but to enable the average shooter to bag

## A Bird for Every Shell

Dominion Shot Shells are entirely Made in Canada, but we do not ask you to stock our brands for that reason alone—buy them because they are *full value*—the best made anywhere, at any price, and offer you a comfortable margin of profit.

**Dominion Cartridge Company, Limited**

120 St. James Street, Montreal









# Pocket Ben

## A Westclox Watch

THE name Pocket Ben is a big selling asset. It hooks up to five years of remarkable national advertising.

Add an almost fac-simile package to the name and you give Pocket Ben all the advertising benefit one article can give another.

The tag, "Western Clock Co., La Salle, Ill., U. S. A., Makers of *Westclox*", is the best guarantee of quality a low priced watch could hope to have.

Pocket Ben is well designed and finely finished. It has the same style, light running, reliable movement that makes *Westclox* so

successful. The case is nicely rounded and well-proportioned; the dial, clear and distinct.

Each dozen is packed in a carton with two display cards and a novel display stand for your window or show case.

With an order for three dozen, at your request, we send a handsome walnut display rack shown below, a very attractive fixture.

There's a good margin of profit in Pocket Ben. Is it any wonder they sell faster than we can make them? Furnished in nickel or gun metal.

## Western Clock Co.

La Salle, Illinois, U. S. A.

Makers of *Westclox*



*If interested, tear out this page and keep with letters to be answered.*



# Perhaps You Are a Careful and Close Buyer

**I**T may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of \$3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the \$3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of \$3.00 a year, the chances are that you will not hesitate to pay the \$3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

## THE FINANCIAL POST OF CANADA

143-153 University Ave.,

Toronto

.....1916.

THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name .....

Address.....

.....

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*"Quality* **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

**Good profits in sight—Wake Up!**

**M-R-Co. goods are "Right on the Job"**

There are immense possibilities for the Hardware and Tinsmithing Trades in the sale of Metallic Shingles and Metallic Ceilings. Realize this before your competitor gets a strangle-hold on the trade.

*Write us to-day for special 1916 proposition.*

**The Quality House is Safest**

**Think of Safety First**

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**

**GEO. WOSTENHOLM & SON**

**SHEFFIELD**

**ENGLAND**

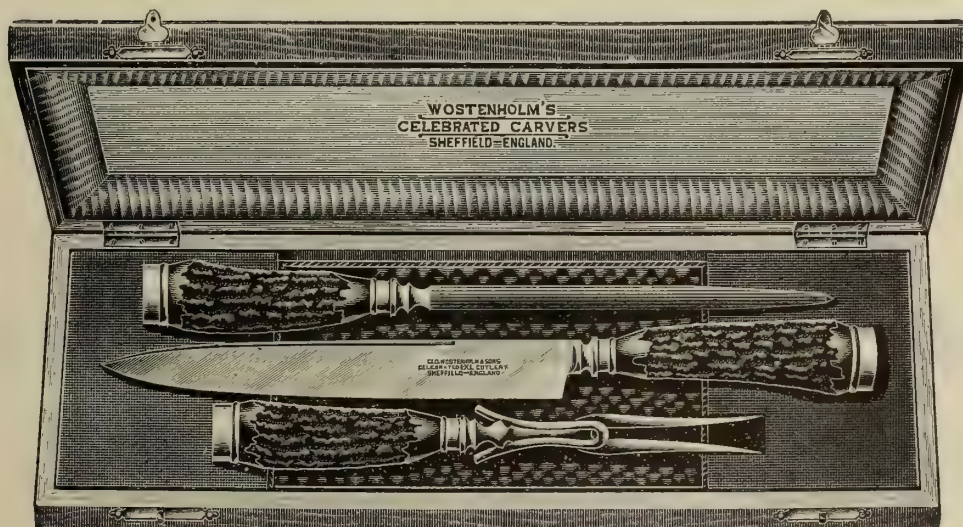
**TABLE I·XL CUTLERY**

**CASE  
CARVERS**

**ELECTRO-  
PLATED  
WARE**

**FRUIT  
KNIVES**

**Etc.**



**CASE  
CUTLERY**

**TABLE  
KNIVES**

**DESSERT  
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**Etc.**

3773—5 Pieces

**COMPLETE ASSORTMENT STOCKED BY ALL LEADING JOBBERS**

**A. MACFARLANE & CO., MONTREAL, Canadian Representatives**

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# High-Grade Qualities

When buying or recommending Dominion Rubber System products you can depend upon high-grade qualities. That protection is being appreciated more and more by users of Rubber Goods, no matter for what purpose the need may be.

## Absolutely High-Grade Quality is Our First Consideration

Dominion Rubber System qualities combined with Dominion Rubber System value and service, make it well worth your while to insist on having Dominion Rubber System products.

*If you cannot get what you want,  
write to our nearest branch or to our  
Head Office, where your request  
will receive prompt and courteous  
attention.*

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**Canadian Consolidated Rubber Co., Limited**  
**MONTREAL, P.Q.**

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**28 "SERVICE" BRANCHES THROUGHOUT CANADA**

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# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, AUGUST 26, 1916

No. 35

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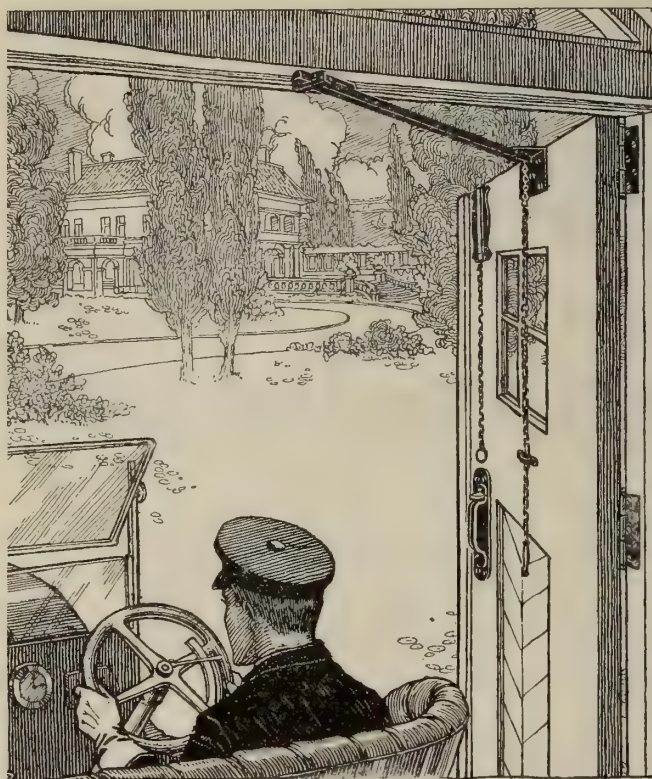
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The Stanley Garage Door Holder No. 1774 is but one item of the extensive line of Stanley Hardware especially designed for garage use.

THE old saying about "the patient waiter" getting his share of the good things may have been true once; but **good profits** in the modern hardware business must be **gone after**.

## The Stanley Garage Door Holder No. 1774

is a real necessity, on both new and old garages, yet your customers must be *told* about it.

Told how it locks the door open against the heaviest gusts of wind, yet by a pull on the chain it may be left free to close.

Told how it is strong, simple; easy to apply, and inexpensive quality considered, etc.

*If you have not received a copy of our Garage Hardware catalog "R," write for it. We will do a great deal to help you sell garage hardware. May we tell you about it? A line addressed to our Service Department will have prompt and careful attention.*

**Stanley Works**

NEW BRITAIN,

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Canadian Representatives

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The Substitutes for



## "QUEEN'S HEAD" GALVANIZED IRON

will not give

**"QUEENS HEAD" WEAR**

or

**"QUEENS HEAD" SATISFACTION**

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## Charcoal Tinplates



High-Grade Quality

Extra Heavily Tinned

Insist on "DOMINION CROWN"

**A. C. LESLIE & CO., LIMITED**

MONTREAL



## New Customs Ruling Considered Unjust

*Wholesalers Point Out There is no Possible Way for Them to Know Where They Are at With Respect to Prices to be Charged to Their Customers Until Goods are Delivered—Held Unjust and Iniquitous*

EDITOR'S NOTE—Wholesalers regard the new Custom's Ruling as a hardship that may seriously upset existing business relations. It is figured out that in some cases the advanced duty paid as a result of the new ruling will be 10%, which would mean that the jobber would handle the goods thus secured at an actual loss. In the accompanying article, **HARDWARE AND METAL** presents information and opinions gathered after an extensive canvass of the large wholesalers and importers. Space will gladly be given to letters dealing with the subject.

**T**HAT the new interpretation of the Customs Department is iniquitous, an injustice and an imposition is the opinion of a number of Toronto hardware jobbing houses. Heretofore the customs duty has been payable on the contract price of the goods. Under the new interpretation of the customs regulation the duty is appraised on the goods on a fair market value at time of shipment.

"Look at the position it will place the hardware jobber in. He will be unable to know where he is at in the matter of fixing prices until he receives his goods," stated the representative of one large wholesale house. "Goods are now sold to the retail trade, for future delivery sometimes months in advance. The orders for these goods are placed with the manufacturers months before delivery is made in many instances. If the price of these goods goes up in the meantime we must pay the extra duty. We will be unable to get more for our goods from the retail trade because the contract price calls for a stipulated price. The jobber will stand to lose many hundreds of dollars.

"Take a case in point. Some time ago we ordered goods from the manufacturers in the United States on which it took months before we could get deliveries. Between the time we ordered the goods and the time they were delivered there was an advance of about 25 per cent. in the price of the article. Our contracts were already made to the

retail trade on the basis of our contract price with the manufacturers. It was impossible for us to get more money from the retailer because the price was already named to him.

"On \$100 worth of goods there would be an advance of \$25 in price. This would make the price on which we would have to pay duty on a fair market value at the time of shipment in the neighborhood of \$125. With the average duty of 33 per cent. to be paid on imported goods and the 7½ per cent. war tax will bring the duty about 40 per cent. On the basis of \$25 extra it will be seen that the extra duty that will have to be paid on goods to the value of \$100 would be \$10. This is 10 per cent. added to the cost of the goods. In some instance this is a larger profit than the jobber gets in the first place. It will readily be seen from this what an important point it is to the hardwareman."

### Different With Importer

It was pointed out, however, that with the larger importer who buys for importation it is a different matter. In most cases such as this the importer sells free on board cars at the point of origin of the goods in the United States. In other words, the city, freight and insurance must be paid by the purchaser of the goods. The importer assumes no responsibility for any charges that may result through increased duties as a result of the higher value of goods at the time of shipment.

It has been pointed out that the hard-

ware section of the Board of Trade of that city refrained from joining with other branches of industry in the protest to the Government on the ground that they had been working under this ruling for some time and could not now consistently raise any objection. It can be seen, therefore, why such concerns would not raise any objection. Apparently they are not affected by the ruling. Their contract provides that the purchaser must pay any additional charges for freight or duty and in this way they are protected.

### Hardwaremen Not Alone


Hardwaremen are not alone in their protest against this ruling. Importers of all kinds will be affected. Grocers in the importation of such lines as raisins and currants will also feel the pinch in the same way. For instance, currants are sold months before the crop is harvested in many instances. When the crop comes on it may be damaged by blight or pests and the yield may be only half the anticipated crop. Prices in accordance may double. Contracts have already been entered into by the importers with the wholesalers or jobbers and bookings are made on the basis of their contracts made with the producers months previously. These importers will be in the same position as the hardware jobber who sold his goods on the basis of his contract price. They will not know where they are at. They will be unable to fix their prices until they receive their goods. Of fixing their prices they may have to stand a loss that will in many instances be equal to their gross anticipated profit.

### Law Dates Back to 1910

The customs ruling was promulgated in 1910 but this clause relating to the payment of duty on a fair value of goods as sold for home consumption at the time of shipment has apparently

(Continued on page 41.)





# Stocking Goods the People Want

*Essex, Ont., Hardware Merchant Studies Needs of Customers—Finds a Ready Sale for Good Goods—The Value of Good Displays—Large Show Windows*

**A**LTHOUGH the Town of Essex, Ont., has a population of only 1,500, W. H. Richardson, hardware merchant, carries many lines of goods not usually found in small town stores. Mr. Richardson believes that one of the best ways to eliminate mail order competition is to make it unnecessary for the consumer to send to the distant mail order house for supplies. He, therefore, studies the needs of his customers and stocks the goods which they need or are likely to need.

W. H. Richardson started in business in Essex in 1881. At that time lumbering was one of the principal industries in the district, and a small boom existed. Essex was also the market town for farmers from the South. After the lumbering boom, there was a lull in business until the farmers got on their feet. With the coming of the farmers and the constant improvements which were being made in the farm lands, there was a change in the class of hard-

ware required. The demand for lumbering supplies dropped off to a great extent. The needs of the people had changed, thus necessitating changes in the character of the hardware stocks. For a few years there were many changes among the farm owners. There was an influx of American farmers, many of whom had considerable money. In most cases they were progressive, and set about improving the lands and buildings. To-day Essex is in a rich agricultural district and the farmers are prosperous.

Mr. Richardson always endeavored to keep pace with the growth of the town and county. He has always worked on the assumption that you can educate the public to buy good goods. "If we have the goods in stock and place them where the people can see the stock, there is always a demand," stated Mr. Richardson. "If they don't see the goods the chances are they won't be asked for."

Mr. Richardson's office is located near

the front of the store. He can see each customer entering the door and as is customary in many small town stores a greeting awaits all customers.

One of the pleasing features of the Richardson store is the manner in which all goods are displayed. For instance, paint brushes occupy a prominent position on a table in the centre aisle of the store. The table top is divided into compartments, in which the various lines of brushes are displayed.

#### A Case in Point

Another evidence of the value of displaying goods was noted by the writer while in the Richardson store—A farmer entered and purchased a screen door. He was passing out of the store when he noticed a display of coil springs in a carton, on a silent salesman. The farmer stopped, looked at the springs for a moment, and asked to have one included in his order, and remarked that he had a door at home for which a spring was needed. Individual sales of



this kind do not seem large at the time, but in the aggregate in a year's time they reach considerable proportions. And it is on small lines such as these that large margins of profit are available.

Refrigerators are another line which are sold successfully in the Richardson store. Quite a number of refrigerators ranging in price from \$12 to \$20 have been sold this season, in fact a surprisingly large number for a small town. Mr. Richardson attributes the success in this line to the fact that the goods were carried in stock and were placed where customers could see them. The windows in the Richardson store are of considerable size, and lend themselves splendidly to displays of bulky articles. For instance, one display recently consisted of

a four-passenger lawn swing fully set-up, a folding lawn seat, several ice cream freezers, lawn mower, lawn hose, and other summer lines.

A large stock of household hardware, including kitchen utensils, etc., are carried, and every effort is made to always have the goods prominently displayed, and within easy reach of customers. There is nothing a lady customer likes better than to be able to examine goods without giving the sales clerk too much trouble. One of the secrets of the success of many large department stores, and also of the variety stores is that the goods are always within easy reach, are well displayed, and bear prices in plain figures. This plan is followed out in a smaller way of course, in the Richardson store, and has no doubt helped in

a large way in building up the large patronage enjoyed by this firm.

Mr. Richardson also carries a stock of sporting goods. Bicycles are also carried in stock. During the past two years there has been a greatly improved demand for bicycles, due in a measure to the revival of interest in bicycling. Bicycles are frequently displayed in the store windows and a sample wheel is always on display in the store.

There are several important factors which must be taken into consideration when accounting for the success of the Richardson business. In Mr. Richardson's estimation, however, one of the chief reasons is that the goods needed by the people are carried in stock and there is no need to send to the distant mail order house for hardware requirements.

## Unity and Concentration Effect Sales

*Ottawa Hardware Stores—Four Under Same Management—Combine in Window Display—Seasonable Suggestion Proves a Good Business-Getter—The Concentrated Effect of Four Windows With But One Idea is Considerable.*

*Written after Interview with Mulhall Hardware Stores Limited by E. A. Hughes.*

IT has been observed frequently by some live dealers in household wares, that prices do not affect the turnover of stock in a year's time so much as does the power to make the public realize its needs. The dealer who is able to advertise in such a way that people realize that they cannot possibly get along without at once replenishing their own utensils or getting in a set of new ones, and that he carries just what they need, is the dealer whose sales are going to increase steadily. This is another way of saying that the art of suggestion is a considerable commercial asset.

This principle of reminding people of what they need and offering supplies for those needs, has been successfully practised in the methods of the Mulhall Hardware Stores, Limited, of Ottawa. This firm conducts four stores and the first point in their success is found in the unity observed among them. The respective managers work out a certain window display, for instance, and carry it through all four stores. They have found that attractive windows are just as useful to a hardware store as they are to a dry goods, or jewelry or any other store.

### Touching the Topical

The second point is that their windows display goods which are required at just that season. The Mulhall stores are aware that just now is the vogue

of preserving utensils. Hence, their windows show sealers, rubber rings, sealer tops, preserving kettles and spoons and so on. This idea of unified and seasonable display was carried out last year and the result from one store was the sale of one gross dozen sealers in a week while each of the other stores showed about the same. The results in smaller etceteras such as rings and sealer tops were heavy but hard to ascertain with any accuracy.

Again, the firm did not attempt to crowd a fund of information into one advertisement. They kept in mind the one point—preserving utensils—throughout their window display and in their ads in the Ottawa dailies. They concentrated on one line instead of touching on several. In addition to the psychological effect of "driving home" a point in these different ways, there is the satisfaction to the people of one district that in the other three, the customers get exactly the same goods; that one store does not offer them the "left over" stock from another. This fact gives people confidence and makes them steady customers.

The dealer who leaves lawn-mowers in his windows in January and who advertises sleigh-bells in August need scarcely expect any great stir in business. A big "Allied drive" is what makes people take notice and the dealer must conduct the "drive".

### Four Shots for One

One point worth noting in the method of the Mulhall Stores Limited is the force which each of their stores derives from the unity and co-operative effort of them all. If one store only featured preserving utensils at one time, and the other three featured other lines, the impression of preserving materials would only be made in one quarter and by one store. It would therefore only have the driving power of that one store. But when all four stores had windows dressed along this same line there was a quadruple effect. It is as if four separate rifles fired at the same time. Compare the effect of four shots to one. The four would be immeasurably more impressive, not to say effective. So is it in this matter of display. The four stores make an aggregate effect which is four times as large as would be one individual stores' effect. And, more, each of the stores shares in that aggregate effect. Four districts are impressed that now is preserving time. Four sets of people are reminded of that. Moreover, transients, people passing to and fro, may see the windows containing a seasonable suggestion four times. Were only one store to feature it transients might only see it once, and then, only those who were in that particular neighborhood would see it. Heavy bombardment from four points at once is mighty effective.



# Retailers Must Solicit Business

*This is the Price of Doing Larger Business — Why Many a Business Remains Small—Engaging a Good Salesman for \$5.00 or so a Week*

By John C. Kirkwood.

**T**HE average retailer can sell more goods to more people than he is now doing. This means that the average retailer is making a good deal less money than he can make **right where he is.**

Go, for example, into any hardware store in the country and you'll find literally hundreds of things that the public needs or wants, but isn't buying very rapidly or generally, for the reason that desire for these lines has not been born or stimulated. **The burden of arousing or stimulating desire and demand is on the seller,** and the seller, nine times out of ten, is not trying his level best to sell all he can.

## Big Market for Electric Utilities

We'll suppose for the sake of example, that in many communities the hardware dealer is the principal seller of electric devices—irons, vacuum cleaners, fans, toasters, and other allied sundries. Now it is very certain that a canvass of any hundred homes that may be made in any section of the retailer's community, even of the wealthiest homes, will reveal a surprising dearth of these widely advertised utilities. More homes lack electric irons than possess them; more homes lack electric vacuum cleaners than possess them. In few homes will you find an electric heater, or an electric fan, or an electric flashlight. And the reason is, not inability to possess these things, but a **lack of salesmanship** on the part of the sellers—makers and retailers—of these devices.

Let this one example suffice to illustrate the truth now being urged: namely, that more aggressive and enlightened salesmanship on the part of retailers will result in a much large turnover, and a much larger income.

## The Retailer's Store Must Be Sent A-Travelling

The average retailer in all lines prides himself in having a good stock—well assorted, complete, well bought, well kept and well displayed. Many a retailer keeps his windows well dressed, and his store inside very attractive. All this is fine, but it is not nearly enough; **the retailer must carry his store and stock away from their fixed location, and deliver them into the homes of the people.** He must engage a travelling store-window, dress it as attractively and temptingly as he can. He must put his store on wheels, so to speak and trundle it all over the district from which he draws his custom. **He must solicit business in the homes of the people.**

This is a hard saying and few understand it; and many who understand it resist its message, saying:—"It is too difficult. It means hard work. It means spending some money. I will have none of it."

There you have the explanation of many a small business: the inertia, the avoidance of exceptional effort, of

**EDITOR'S NOTE:** *The writer of this article puts needed stress on a phase of successful retailing. Too many retailers in all lines of business rely overmuch on the circumstances of good location, long-established business, well-bought stocks, and good reputation. Too generally do retailers neglect the creation of business—this by perpetual suggestion and diligent solicitation. The ideas herein set forth are sound and vital, and retailer readers of HARDWARE AND METAL should give good heed to the message so earnestly delivered.*

the proprietor. He contents himself with old-fashioned, comfortable ways; and new ideas and extraordinary effort he fights against because they disturb him or because they go beyond his thinking. But the laws of growth and big success are stronger than the retailer's resistance, and they shove him either aside or forward. That man is foolish who defies them. He is wise who yields to their demands.

**The big demand of the laws of business growth and big success is that you, a retailer, shall solicit custom in the homes of the people.** You must go into the homes of those whom you count as customers and into the homes of those not

your customers and whose names you do not even know; and you must solicit their favor and custom **regularly, with definite offers.**

## A Common And Costly Error of Belief

Many retailers say and believe: "Everybody for miles about knows me and my store and if what I sell is wanted then I stand as good a chance—and perhaps a better one—as any other store to supply the needed goods." This is the attitude of mind of the great majority of men in business; and it is one so sadly wrong that great and persistent efforts should be made to dispel it.

Presumably everybody in Canada knows the T. Eaton Company, and everybody in Western Canada knows the Hudson's Bay Company. Everybody in New York and Philadelphia, and everywhere else in the United States, knows of John Wanamaker's stores; and everybody in England knows of Whiteley's, Harrod's, and Selfridge's. But not a single one of these mammoth retail establishments says: "Everybody for miles about knows us and our store, and if what we sell is wanted, we stand as good a chance—perhaps a better one—as any other store to supply the needed goods." Most certainly the big retailers, **who were small retailers once,** do not have this mental attitude: they don't leave it to chance; but they actually solicit the business of the public **in their own homes.**

Neither do they leave it to the buying classes to discover their wants and needs, but they deliberately, systematically, and faithfully **suggest** merchandise, and develop business—**this right in the homes of the people.** That is, they are not content to have fine stores, occupying whole blocks—stores which every local resident knows thoroughly well and may visit often; but **they carry their stores to the homes of the people, with their shop windows; and send good salesmen along to talk up the goods, and to suggest new goods.** And so they have grown from small things to great.



### A Hardware Dealer Stimulated Business

You know how distressingly hot it has been this summer. Let me tell you of what a hardware dealer I know did to sell one or two lines.

\* \* \*

He sent salesmen into several thousand homes suggesting that a lawn sprinkler would be a good purchase; and several hundred men who had been spending two hours or so every evening holding a nozzle in their hands and directing its spray, woke up to the fact that it was good business to buy a sprinkler at a cost of 75c. to save their time and to keep them from the exhaustion of being out in the hot air.

They were not stupid men, but busy men, pre-occupied; and strangely enough they didn't have lawn sprinklers. But when this dealer sent a good salesman **right to their homes** and suggested a sprinkler, they became prompt purchasers.

\* \* \*

This same dealer sent salesmen into several thousands of homes, suggesting an electric fan, price \$7.50. He sold a score or more. Yet these buyers were familiar with electric fans at their offices, and rejoiced in their cooling breezes; but they never thought of a fan **for their own homes** until this aggressive dealer went to them **in their homes** and suggested a fan. Not much **selling** was required; the mere suggestion sufficed in the great majority of instances.

\* \* \*

These two examples establish the point I am making: namely, that more goods can be sold to more people by getting your business and salesmen **into the homes of the people**. You can arouse sleeping desires; you can implant desires that previously had no existence; you can capture orders all ready to be given **by being on hand** when the purchase is about to be made.

The dealer who refuses to take a single step away from his location in the direction of the homes of buyers; who says, "Let them come to me: they know very well where I am," cannot possibly do all the business that he can do by pursuing the plan recommended—the plan pursued by the giant retailers, not only in the days of their magnitude, but **when they were small and obscure**. The growth of a business may sometimes be a matter of accident or good fortune; but for the great majority of merchants it is a matter of purpose joined to right methods and ideas.

### Giant Retailers Canvass the People in Their Homes.

Are you asking the question: How can I take my business—my store, and windows and salesmen—to the homes of the people. The answer is brief—**by using Printer's Ink**. This is the way the Eatons, the Wanamakers, the Marshall Fields, the Whiteleys, do; and all other retailers headed the right way.

Printers' Ink can be used in two principal ways: in the form of newspaper space and in the form of printed matter sent through the mails. Usually both ways should be used. Most certainly the newspaper should be used.

In the newspaper you can show your store, your goods and sell your merchandise. It carries your business **into the homes of the people**, into thousands of homes—the homes of your customers and of non-customers. Thus you can get to the attention of the stay-ins who rarely or never go to your store or town or city; of those who do their shopping elsewhere.

### The Cost of a Weekly Advertisement

The cost? It is really very small when you look into it. Suppose you are charged by your local publisher 14 cents an inch for space: for \$5.60 a week you can buy a space measuring 40 inches: a space

10 inches deep x 4 columns wide, or

8 inches deep x 5 columns wide.

This newspaper probably enters 3,000 homes—perhaps more. If you sought access to 3,000 homes by mail, the postage bill would be \$30, to say nothing of the cost of printing, addressing, wrapping. If you were to send a flesh-and-blood salesman to merely poke his nose in the door, and to hand in your printed message, it would take him a full month to cover the same homes—this with a horse and rig or with a motor car. His wages and expenses would certainly amount to over \$100, to say nothing of the cost of the printing.

Compare these costs with the cost of newspaper space—\$5.60, which pays for the printing and the delivery.

Then there is another way of looking at it: your printed message enters the home in a newspaper which the receiver pays from \$1.00 to \$3.00 a year to have. This paper, a local one, is read by numerous persons in the home, two or three of them probable buyers. Thus, instead of speaking to just 3,000 people what you have to say may be read by 6,000 or 9,000 persons—all for \$5.60!

Now if your local newspaper publisher calls on you to-morrow morning, and says to you: "Brown, I want you to agree to take 40 inches of space in my newspaper each week, at a weekly cost to you of \$5.60," what will you say to him? Will you begin to hem and haw and tell him the cost is too high? Will you tell him your business won't allow the engagement of a first-class salesman, wages to be \$5.60 per week?

### Leaving the Door Wide Open to the Mail Order House.

Here's a way to regard it: the men who do spend \$5.60 and more a week on the buyers of merchandise in your community—the mail-order houses—are well-served by your silence. You leave the field open to them untested and methinks I have heard not a few of you saying some very bitter things about the mail-order houses and the inroads they make on your trade.

But getting back to the main idea: to sell most you must canvass your customers in town and country and those not your customers **where they live—in their own homes**. If you consent to this, then newspaper advertising and the use of printed matter sent to the home addresses of your customers and desired customers through the mails, are the two obvious and potent agencies to employ. Not the **means**, however, is the main thing, but the **purpose** and the results.

J. C. Kirkwood is unquestionably among the foremost authorities on advertising in Canada, and Hardware and Metal is fortunate in having been able to arrange with him for a series of articles. Mr. Kirkwood's advice on all matters pertaining to advertising will be of great value to readers of Hardware and Metal.



# Standard Ideal Plant is Sold

*Business Will be Conducted by New Owners Under Name of Port Hope Sanitary Manufacturing Co.—The Men Behind the Reorganization*

FOR a number of weeks all kinds of rumors have been afloat as to the future of the Standard Ideal Co., Ltd., Port Hope. As stated some time ago in *Hardware and Metal*, the company had become involved to such an extent that the bondholders saw no other course open to them than to foreclose on their security. The next difficult problem with which they were confronted was, to procure a buyer or buyers who could finance an undertaking of this magnitude, but at last this obstacle was overcome to some extent when reserve bids were submitted. On July 20 a public sale brought no better offers and finally a sale was made to a company whose directors are named below, L. M. Wood being the purchaser in the interests of the new company.

The new company will be known from now on as the Port Hope Sanitary Manufacturing Co., Ltd., with head offices at the Royal Bank Building, corner of Yonge and King streets, Toronto.

The price paid for the company's assets is said to be slightly in excess of a million dollars. The new company is capitalized at \$1,250,000, and its directors include L. M. Wood, of J. & L. M. Wood, president; R. J. Cluff, president of the Cluff Manufacturing Company, vice-president; W. D. Ross, vice-president of the Nova Scotia Steel Company; W. J. Cluff, president of the Canada Pipe & Steel Company, and M. L. Davies, vice-president of the Standard Chemical Company, directors.

It might not be out of place to give a short history of some of the men behind this important concern, seeing that this is, without doubt, one of the most important transactions that has taken place

in the history of the Canadian sanitary and heating trade, and that a number of the directors have played no small part in the progress of the sanitary and heating industry in Canada. The president, L. M. Wood, is actively interested in various capacities in the following concerns:—J. & L. M. Wood, financial agents, Royal Bank Building, Toronto; president, Guardian Realty Company, Limited; president, Standard Chemical, Iron & Lumber Company of Canada, Limited; director, Canada Pipe & Steel Company, Limited; director, Cluff Manufacturing Company, Limited; director, Canadian Consolidated Felt Company, Limited.

The vice-president, R. J. Cluff, is well-known to almost all who have been in the plumbing and heating business for any considerable length of time, and the practical experience with which R. J. and his brother W. J. Cluff, have had, fits them splendidly for the positions of vice-president and director respectively.

Probably but few members of the trade are aware of the small beginning these men had when entering upon life's way to earn their daily bread.

At the age of 14 years R. J. Cluff started as an office boy with the old Toronto Radiator Co., the general manager being John M. Taylor, of the Taylor-Forbes Co., Ltd., Guelph. No one could wish for a better or more practical training than that he received while under the supervision of John M. Taylor. Mr. Cluff had been there for 18 years when he was appointed assistant-general manager, and during his term the concern was reorganized and took on the title of the Dominion Radiator Company.

He then joined his brother W. J. Cluff and launched into business under the name of Cluff Brothers, taking up the sole agency for the Daisy boilers in the western provinces. To this date many members of the trade find it hard to disassociate the Daisy boiler from "Bob and Will" Cluff.

The next step taken by these enterprising brothers was the formation of the King Radiator Co., Ltd., whose sole line was King Radiators.

At a later date this concern amalgamated with the expanded Metal Co., and started manufacturing steam and hot water boilers, these being named King boilers.

The firm of Cluff Bros., then took up plumbing supplies. Still another venture on the part of R. J. Cluff was the organization in conjunction with Somer-



L. M. WOOD, president of the new company.

ville of the Canada Pipe & Steel Company, Limited, Somerville's interest being later acquired by W. J. Cluff. About the same time the Expanded Metal Co., and the King Radiator Co., amalgamated. The two concerns became reorganized, and Sir Henry Pellatt became interested in the venture, which resulted in Steel & Radiation, Ltd., coming into being, with R. J. Cluff as general manager.

Somewhere around the early part of the year 1913, Cluff Bros., secured an option on the property owned by the General Brass Mfg. Co., and later secured the patent rights in the Vitro w.c. tanks, using the buildings for the manufacturing of the Vitro tanks, the concern being incorporated under the title of the Cluff Manufacturing Co., Ltd.

While general manager of Steel & Radiation, Mr. Cluff took up the manufacturing of shrapnel shell at the outbreak of the war, and his firm was probably among the first to make shrapnel shell in Canada and ship same to the British Government.

In the year 1915 Mr. Cluff severed his connection with Steel & Radiation, and began making shrapnel shell at the plant of the Cluff Manufacturing Co., Ltd., and about the same time the Canada Pipe & Steel Co., Ltd., began to make forgings for shell. The next move was to re-organize the two shell interests which resulted in the forming of a new company trading under the name of the Cluff Ammunition Co., Ltd.



R. J. CLUFF, vice-president.



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, AUGUST 26, 1916 No. 35

## EDITORIAL BRIEFS

TWO CATCH phrases that go right together—Better Business, Bust the Bosche.

\* \* \*

THE VIRTUE that attaches to the teetotaler will soon be a thing of the past.

\* \* \*

PROBS. for next week: Fair, warm, hot, humid, stifling, melting. In fact, no change.

\* \* \*

STOCK Goods the People Want. There you have it. Five words and they contain the real, inner secret of selling success.

\* \* \*

1916 IS OUT after every record going—smashed the cold records in March, then knocked figures for rain into a cocked hat and now working old Sol overtime to bust the records for heat and humidity.

\* \* \*

A BILLION dollar crop! There's magic in those words. They spell prosperity at home and, more important still, plenty of food for the Mother Country and plenty of money to keep the War of Exhaustion going.

\* \* \*

YOU CAN read books on salesmanship by the dozen, imbibe whole volumes of business gospel, listen to plausible platitudes and thoughtful theorizing; but the real secret of success in retail merchandising can be found in one heading in this issue—Stock Goods the People Want.

## NAVAL STORES RECOVERING

REPORTS from the South indicate that there has been a firming up in the prices of naval stores during the past week. Turpentine has moved up to the 43-cent basis at Savannah. The downward trend of rosins has received a check, and brought about a change that places rosins higher than they have been for some time past. One or two large buyers have entered the market of late and have made extensive purchases. One large dealer expressed the opinion to the naval stores Review that consumers three months hence may have reason to look back upon present values as cheap rosins. It is said that the movement of rosins up to this time clearly indicates that the production will not be excessive even at high prices and that the basis for the better values is a stable and healthful one, and not merely an arbitrary exercise of power by a large buying influence.

Turpentine is in a healthful condition and a

drop below 42c Savannah is not again anticipated. There appears to be a pronounced desire to secure stocks around that figure. There is a feeling that a sharp upward movement will assert itself before very long. The market has been in a very unsettled and weak condition for some time past, as has been outlined in a number of special articles which have appeared in this paper.

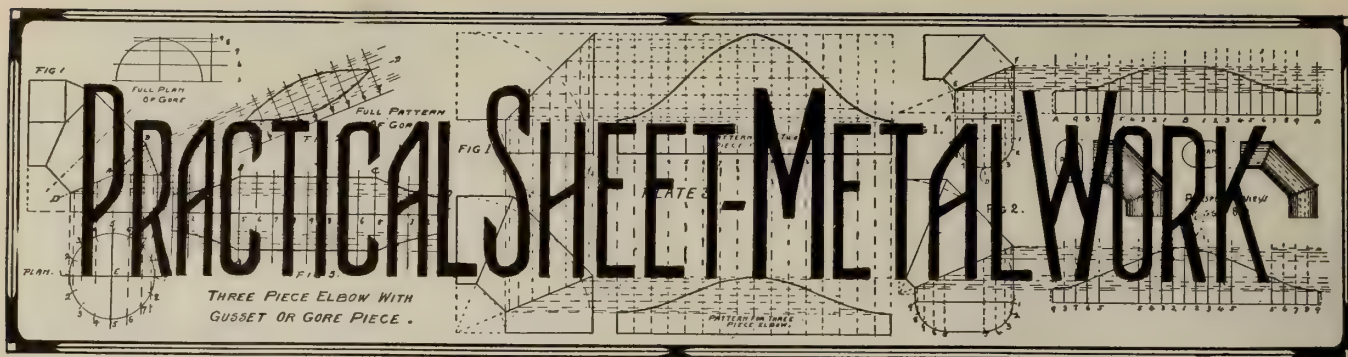
## TO PROSECUTE FALSE ADVERTISERS

A NUMBER of important resolutions were passed at the Dominion Board meeting of the Retail Merchants' Association of Canada, as reported in last week's issue of *HARDWARE AND METAL*. Whether any action will be taken remains to be seen. One resolution was to the effect that the executive take such action as to have the sworn statement of an analyst taken as evidence in court. This resolution was prompted largely by a recent court case, in which the retailers allege the court refused to accept as evidence a written statement from a Dominion Government analyst who made an analysis of a can of paint. A can of paint was forwarded to Ottawa for analysis. The paint was analyzed, and a written report was made and sent out over the signature of an official of the Inland Revenue Department at Ottawa. According to the report the paint was not of the quality described in the advertisement. The Retail Merchants' Association took up the matter, with the result that the advertiser was brought to court to answer to a charge of false advertising. When the case was called, the retailers allege, the written statement could not be used as evidence in the case. The analyst who made the analysis, had in the meantime been transferred to Vancouver, and could only be brought back at considerable expense to give evidence. The case is still hanging fire and the outcome is being awaited with a great deal of interest. The Retail Merchants' Association is interested to a great extent in cases of this kind, principally in those affecting the adulteration of foodstuffs.

The merchants also recommend that an inspector be appointed by the Dominion Government to prosecute firms suspected of false advertising. There is now a good law on the Statute books in regard to false advertising, but it is felt by the retailers that the law is not sufficiently enforced. The resolution passed, asks that an inspector be appointed to prosecute those infringing on the act. At the present time inspectors are employed to make prosecutions under the gold and silver marking act, and also under the pure foods act.

The retailers passed some splendid resolutions, which if acted upon would prove of inestimable value to all branches of trade. It is to be hoped that the various matters will not now be allowed to drop and remain dormant until the next convention.





BY THOMAS STANFIELD

ONE of the chief troubles with most furnaces, no matter of what kind, is very often traced to poor chimneys. Sometimes they are not properly built, not large enough or have some obstruction at or near the roof.

Many times it has been found that a taller building has been erected possibly after the furnace has been in operation, or it may be that the taller structure was first built.

The chimney top here described and for which patterns are to be developed has proved very satisfactory. The first the writer constructed was required owing to the fact that a tall building was built nearby after the furnace had been in operation for several years, and up to that time had given splendid service. But when the taller building was erected trouble began.

Since then several of the tops described have been fitted up to existing chimneys, and have resulted in a great improvement.

The principle of this chimney top is that when a wind blows even against the taller building the draft is forced through the pipes A.A. either up or down and in any case this draft causes a suction on horizontal pipe B, and prevents a down draft. As to size the pipes should all be the same diameter.

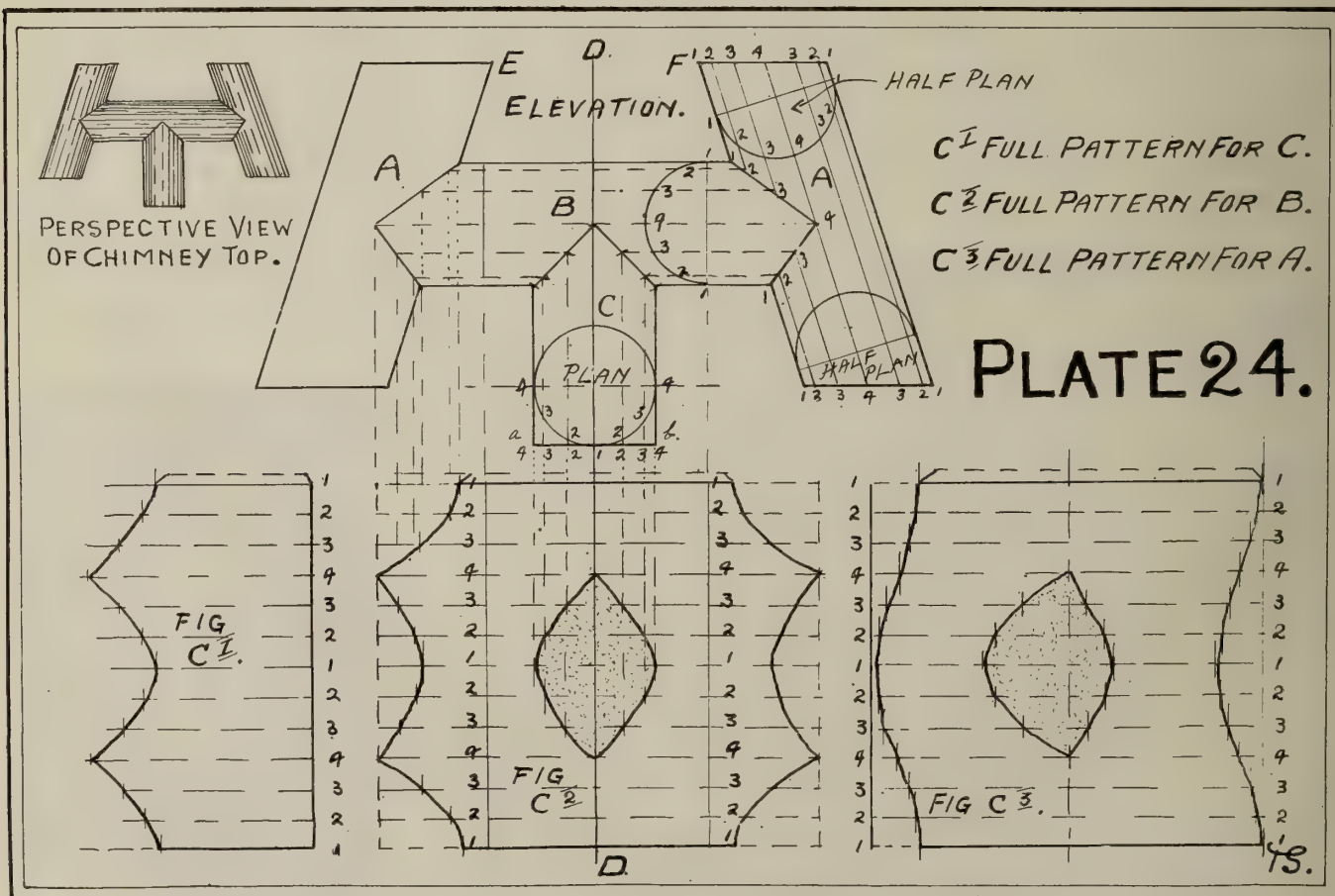
In developing the patterns, the elevation and plan is first drawn as shown. Pipe C enters the chimney and may be fitted to a square to round piece which should not have less cubic contents than C.

Next divide plans of each pipe as shown into twelve equal parts, using only the four figures 1, 2, 3, 4, and re-

peating same. Next draw a vertical line DD, through centre of pipe C and B, which should be the true centre of the elevation. Now determine the diameter of chimney top. The length of pipes AA should never be less than three times their diameter, four times is preferable, and the distance between point E F should never be less than the proportions shown, say one and seven-eighths of the diameter with a pitch of about 60 degrees.

It will be noted that as all pipes are equal in diameter the eight mitres are all in the centre of each pipe, therefore, it would be well to centre each pipe, draw three half plans of A and B and full plan of C, then draw the mitres.

Next draw dotted lines through the half and full plans at points 1, 2, 3, 4, (Continued on page 41)





# WHAT OTHER PAPERS SAY

## ACCIDENTS AND OVERTIME.

(From the Ironmonger.)

The series of workshop accidents recorded in this issue suggest that the strain of long-continued overtime is beginning to tell. The period of over-work in the shops has now been so long that there is some danger of men getting overwrought, listless, and mechanical without their even becoming aware of a change in their attitude towards the daily round of duty. There was never a time when the monotony bred of endless sequences of operations pressed more hardly on the workers than it does in these days. When once the brain has taught the hands to perform an appointed task with accuracy and swiftness it is prone to lag behind the very operations it has planned. Then there is always present the latent danger that the brain may not overtake the movements of the hands when some external circumstance changes the cycle or introduces an unexpected factor. This mental sluggishness is difficult to detect in the individual employed on repetition jobs or work of a mechanical character, and it is not easy to cure except by a radical change of occupation. That can hardly be effected under the stress of war production, and practically the only thing to be done is for the executive to saddle themselves with the additional responsibility of personal vigilance.

## THE BASIS OF A PRICE.

(From the Hardware Trade.)

Price is a relative term. By itself it means little or nothing. In order to gain meaning it must be compared with something else.

Many merchants evidently do not take this fact into consideration and attempt to sell price.

On the contrary, what they should sell are quality and service, the price being based upon these two factors.

And, speaking of the factors quality and service, it may be added that the different degrees of service which are demanded by different classes of buyers, form the basic reason for the cash discount system which has been advocated quite strongly by Hi Credit in the columns of this paper.

Obviously a customer should pay for the service which he demands and obtains, and not for some added service which may be demanded by a third party.

This principle prevails, and has for years been true, in the purchases of the retailer.

Why ought not the same principle to rule in the dealings of the retailer with the consumer?

In buying his merchandise, the retailer finds some of it invoiced as 30-day merchandise, some as 60-day and some as 4 months.

For different methods of payment, different discounts are offered.

For example as regards the matter of 60-day invoices. If these invoices are paid within ten days a cash discount of 2 per cent. is allowed. If paid within a 30-day period and after the 10-day period has elapsed, a discount of 1 per cent. is granted. Settlement after the 30-day period and prior to the maturing of the invoice at 60 days are net at invoice cost.

Reduced to its fundamentals, this means nothing more nor less than that each retailer is granted a price according to the service which he exacts from his wholesaler.

Each one obtains a discount according to the degree of service which he receives.

The advocates of the cash discount system at retail believe in the following out of this plan as between merchant and consumer. That is all.

This discount should, in order to prove successful, be based upon a sliding scale proportionate to the varying degrees of credit service which the consumer demands.

It should also be based upon the other factors which enter into the operating costs to form the complete overhead cost of the individual business.

Some stores can safely allow discounts of 5 per cent. for payment at time of purchase. For others, this percentage is too high.

It is a matter for individual study and deduction.

This does not, however, in the least detract from the fact that every customer should pay according to the service which he exacts, and this means the cash purchaser ought to pay less than the 30-day buyer; the 30-day buyer less than the 60-day buyer, etc.

This principle would seem to be right.

## THE LOAN MUST BE A SUCCESS.

(From the Financial Post.)

All loyal Canadians must be keenly anxious to see complete success attend the flotation of the second domestic war loan, not alone because the money is needed to help prosecute the war, but because of the strong moral influence which the raising of a large sum of money quickly and enthusiastically will exert.

It must ever remain a source of gratification that the first loan, issued nearly a year ago, was so heartily and generously supported. On that occasion Canadians carried to a successful issue a financial transaction which only a year before would have been regarded as an utter impossibility. They then showed that they could rise to the needs of the occasion and subscribe a sum of money that to many seemed beyond their power to provide.

We must have success again, and it must be made sure and certain. The Finance Minister should take no chances. Not alone must the terms of the loan be such as to attract widespread investment, but the machinery for securing subscriptions must be as efficient as it is possible to make it. True, the loan may prove a success, even with the minimum of effort. The public may be so impelled by a sense of duty to hand over their money at the mere sight of the printed announcement. But is this a certainty? Will Sir Thomas White feel satisfied that he is doing his utmost to make a splendid success of the loan, if he stops there without enlisting the heartiest possible co-operation of other agencies, ready, willing and able to give him powerful assistance.

We refer more particularly to the bond dealers of the country. Here we have a number of agencies, well-organized, well-equipped and well able to place with the investing public large blocks of the war loan. The selling of bonds is their business. They are specialists in the work. They have efficient corps of salesmen, who cover the country from coast to coast, and who by personal contact and the spoken word are in a position to interest and influence thousands of people who would not otherwise be reached, even by the strongest printed appeal.

Is it not desirable that these agencies should be induced to throw their best efforts into the placing of the war loan bonds among the people of Canada? We think it is and we believe that Canadians, and particularly Canadian business men who appreciate the problems of salesmanship, will agree with us that Sir Thomas White should make sure that he is obtaining the most cordial support of the bond dealers in his great work of raising needed capital for the

prosecution of Canada's share of the war.

Some difficulty, we understand, arose in connection with the first loan over the question of who was and who was not entitled to commission. There was also adverse criticism of certain dealers for splitting commissions with clients. These are obviously matters of easy solution. By establishing the rule that only recognized and established bonds firms or stock brokerage houses should receive commissions on sales of war bonds, and by prohibiting absolutely the splitting of commissions, both these drawbacks could be easily remedied. They should neither be regarded as matters which would prevent Sir Thomas White from enlisting in fullest measure the support of these powerful selling organizations.

## CAUSES OF BUSINESS FAILURES.

(From Price Current Grain Reporter.)

It certainly takes some of the joy out of the lives of those who try to think sanely on economic subjects (on the art of making a living) and hope to influence others to think in the same way to have a Government official of so high a rank as Mr. Edward N. Hurley, of the Federal Trade Commission, declare, as he is reported to have done to the Illinois Manufacturers Cost Association at Chicago, that "90% of the business failures in the United States last year resulted from cut-throat competition prices, for such a statement is pure dogmatism and unwarranted by the facts."

A far more authoritative exponent of such matters than Mr. Hurley (we say it with all due respect to Mr. Hurley) is "Bradstreet's Journal," the mouthpiece of a company that has made a business of studying business success and failure, and the causes therefor for a great many years. In an article on January 23, 1916, "Bradstreet's" said that it is worth noting that in 1915, as in 1914, all extraneous causes of failure—those over which the individual himself had least control in the conduct of his business—had more influence than in some other years; yet in 1915 only 25.6% of the actual business failures in the United States were due to causes other than the faults of those failing, and this proportion was then the highest in a generation. In the light of such testimony by "Bradstreet's," which is based on specific reports, saying that "90% of the failures resulted from cut-throat competition prices," is mere assertion or support of a doctrine that Mr. Hurley and his hearers happened to be promoting. As a matter of fact, "Bradstreet's" credits "outside competition" with only 5.7% of the failures of 1915, and adds that this proportion was greater than any year since 1900. Take, then, the whole number of business men in the country (in 1915, 1,770,914), of whom only 1.07% failed in business that year, and then figure 5.7% of 1.07% of that number and you may find the number who failed because of competition. Then compare it with Mr. Hurley's dogmatic 90%! Isn't it a fact that "competition" is practically a negligible cause of failure rather than the major one?

The fact is Mr. Hurley is exploiting a doctrine, and cultivating a doctrine is one of the most insidious underminers of mental equilibrium. His thesis was that when men know what it costs to do business they will not cut prices, which is as far from the mark as his argument in support of it. The fact is, and we are now writing to grain dealers, that success in business depends on skill in the art of merchandising, supplemented by all those talents, congenital and painfully acquired, that go to make up the efficient man.



## Toronto Hardwaremen Have Fine Outing

*Big Parade of Gaily Decorated Automobiles Conveyed Between Two and Three Hundred to Lambton Park—Sports and Excellent Prizes—Refreshments Enjoyed*

ONE of the best outings the Toronto hardwaremen have had within recent times was that which took place to Lambton Park on Wednesday afternoon of this week. Between two and three hundred merchants, their wives, friends and clerks were there. A string of gaily decorated automobiles about a half mile in length conveyed the party from Queen's Park to the picnic grounds. Time and effort in many cases had been expended in decorating the cars with bright bunting and flags and floral designs in paper. Three prizes were given for the best decorated automobile and the judges had a difficult task to decide between the three winners as to which should really be given first place. A moving picture machine was on hand from the Strand Theatre to take the parade as it sped down University Ave., on its way toward the outing grounds. It is the intention of the management to place these pictures on their screens.

The affair was carried through most successfully and all those who organized the outing have reason to be congratulated on the completeness of the arrangements. Immediately on arrival the teams from the East and West End of the city went to bat. The East End men were out for revenge and showed much better form than on the occasion of the recent outing to Hanlan's Point. All of the events were keenly contested, in some instances there were so many entries that the races had to be run in heats. Excellent prizes were donated through the courtesy of many manufacturers and jobbers and this made the contests worth while. Refreshments were served and the prizes were distributed in the gathering dusk after all participants in the outing had thoroughly enjoyed the day. The following is the list of the various events and the winners in each event:

**Best Decorated Cars**—1. Car. No. 4053, W. E. Magee, Prize, 1—30x3½ tire; 2. Car No. 3618, L. A. Price, 10 Gals. Motor Oil; 3. Car No. 3290, W. J. Knife, 5 Gals. Motor Oil.

**Girl's Race, 7 to 12 yrs**—First, Gert-rude Tolchard; Second, Helen Frazer; Third, Dorothy Lawrence, Canadian-made Toys.

**Boys' Race, 7 to 12 yrs**—First, Ralph Price, Pocket Knife; Second, Herbert Little, Pocket Knife; Third, Stewart Newdick, Bicycle Bell.

**Girls' Race, 12 to 16 yrs**—First, Mabel Dilks, Clock; Second, Gladys Mallett,

Scissors; Third, Donald Newdick, Nut Cracker Set.

**Boys' Race, 12 to 16 yrs**—First, Ben Mallett, Flashlight; Second, Archie Turner, Knife; Third, Robert McIntosh, Glove.

**Single Ladies**—First, Miss Ross, Silver Tea Service; Second, Miss Platt, Nickel-Plated Tea Pot; Third, Miss Cochrane, Fruit Spoon.

**Married Ladies' Race, Special**—First, Mrs. Armitage; Second, Mrs. McDougall; Third, Mrs. L. A. Price. Prizes, three beautiful Beveled French Plate Mirrors.

**Potato Race for Ladies**—First, Mrs. Frazer, Jap-a-Lac Floor Set; Second, Mrs. Ibbotson, O-Cedar Comb Set; Third, Miss Milne, Silver Pie Fork.

**Married Couples Race**—First, Mr. and Mrs. Boyd, Cut Glass Berry Dish; Second, Mr. and Mrs. Knapp, Two-Burner Oil Cook Stove; Third, Mr. and Mrs. Suroff, Electric Iron.

**Fat Ladies' Race**—First, Mrs. Mac-Iver, Oil Heater; Second, Mrs. MacGee, Three-piece Tea Service; Third, Mrs. Lawrence, Set Hair Brushes.

**Clerks' Race**—First, Mr. Mahon, Umbrella; Second, Mr. Bird, Fishing Rod; Third, Mr. Samuels, Big Ben Alarm Clock.

**Single Merchants' Race**—First, J. Shedden, \$10 worth Floor Glaze; Second, M. Platt, Umbrella; Third, W. E. Platt, Cases Toilet Paper.

**Merchants over 45 yrs**—First, Mr. Graham, Pair Cut Glass Bottles; Second, Mr. Pearsall, Brass Bird Cage; Third, J. Caslor, 50 Mantles.

**Married Merchants**—First, Mr. Atkinson, \$10 worth paints; Second, Mr. Good, \$5 worth merchandise; Third, Mr. McGillivray, diamond glass cutter.

**Single Travellers' Race**—First, C. W. Collin, Umbrella; Second, Mr. Ryan, Thermos Bottle; Third, Mr. Smith, Set Military Brushes.

**Merchants' Wives**—First, Cut Glass Water Set; Second, Mrs. Hunt, Tapestry Table Cover; Third, Mrs. Jolly, Hot Water Bag.

**Married Travelers' Race**—First, Jas. Booth, Electric Lamp; Second, L. Blumbergh, Electric Toaster; Third, Mr. Chambers, Aluminum Tea Kettle.

**Fat Men's Race**—First, Mr. Rossiter, \$3.00 Cheque; Second, Mr. Jeffrey, Banner Ash Sifter; Third, Sam Thompson, O-Cedar Comb Set.

**Pipe Race**—First, Mr. Smith, Jap-a-Lac Set; Second, Mr. Gyatt, Ever-Ready Flash; Third, Bob. Mowat, Flash Lamp.

(Continued on page 44.)

## Twenty Years Ago In the Hardware Trade

The following items are taken from the issue of August 29, 1896:

Business men in Spokane, Washington, are making preparations to push trade in the Kootenay Country, British Columbia. Canadian manufacturers should go up and possess what is theirs. And the sooner they go up the better.

**Editor's Note.**—Twenty years ago much alarm was felt at the threatened Americanizing of B. C. To-day there is no province in the Dominion where the British influence is more in evidence. British hardware finds a ready market in B. C.

\* \* \*

Archie B. Morris, who has been so long connected with the G. B. Morris hardware business, Guelph, has left that city to take a position in the same line in Kaslo, B.C.

**Editor's Note.**—The G. B. Morris store, now known as the Blue Hardware Store and owned and managed by Scott & Houghton, has witnessed the departure of no fewer than three Morris boys, and all for the West, to go into the hardware business there. Dave Morris left Guelph some eight years ago to go to Vancouver. Jim followed him within a short time, and finally G. B. Morris, who had sold out his store to act as manager for the Royal Bank in Guelph, left for Calgary.

\* \* \*

From recent figures, it would appear that Hamburg has gone into the lead as the first port in Europe. In 1895 Liverpool was ahead, but Hamburg is now ahead.

**Editor's Note.**—It is more than probable that the future of Hamburg as a port will be far less bright and promising than its past.

\* \* \*

Purdy, Mansell & Mashinter, of Toronto, were awarded the contract for the heating and plumbing of a new public school at Orillia.

**Editor's Note.**—Purdy, Mansell, Ltd., are among the largest sanitary and heating firms in Canada to-day. The third partner is in business as Mashinter & Co. to-day.

—❦—

J. Sullivan has been appointed sporting goods manager of the Miller-Morse Hardware Co., Winnipeg.

M. P. Barnes has joined the travelling staff of Wood Vallance Ltd., and will work out of Moose Jaw.



# EVENTS IN THE TRADE

## DEATH OF C. W. TURNER

Campbellford, Ont.—C. W. Turner, a prominent citizen and retired hardware-man, passed away on Sunday very suddenly at Trent River, where he had been camping with his family. He was out fishing with his son Earl, when he was taken suddenly ill, and was removed to his cottage as speedily as possible. Medical aid was at once summoned, but he passed away a few hours later. Mr. Turner was born at Belleville in 1858. With his father, the late J. B. Turner, he entered the hardware business here, and later carried it on himself, retiring in 1898. He held the offices of treasurer, member of the Trustee Board, and choir leader of the Campbellford Methodist Church.

## A RUMORED SALE

Windsor, Ont., Aug. 18.—Charles A. Bradley, manager of the Windsor branch of Remington Arms Company, is authority for the statement that negotiations are in progress for the sale of the company's Windsor property to a syndicate composed of New York capitalists. Mr. Bradley said that a change in the policy made by the Remington parent company intended to centralize the business at Bridgeport, Conn., is the reason why the Windsor plant is on the market. Since the Remington firm located here four years ago more than \$40,000 has been spent in additions to the factory. Over 150 men and girls are employed.

## A NEW PAINT FACTORY

London, Ont.—The site has been selected for the new paint works at Point Edward. It is next to the Ontario Fish Hatchery, in the neighborhood of the new stone cutting plant. The company is a New York concern, and has announced that it will manufacture 30 different brands of paint. The specialty is an acid-resisting paint, such as is used extensively by oil refineries in painting their huge stationary oil tanks and their tank cars.

## DOMINION INCORPORATIONS

Boss Lock Nut Co., of Canada, capitalized at \$50,000, head office, Montreal, to manufacture and deal in nuts, bolts, and other fastening devices.

Canadian Chicago Bridge and Iron Co., capitalized at \$100,000, head office,

Bridgeburg, Ont., to manufacture and deal in stand-pipes, bridges, trestle work, etc.

Huck Glove Co., capitalized at \$50,000, head office, Berlin, Ont., to take over the business of the Crown Glove Mfg. Co., Berlin, and to manufacture and deal in gloves, mitts, etc.

Lincoln Electric Company, capitalized at \$40,000, head office, Toronto, to take over the business of the Lincoln Electric Co. of Canada and to deal in electric motors and machinery.

## DEATH OF CHARLES E. BLACK

Minnedosa, Man.—Charles E. Black died here in his fifty-third year. He came West in 1879 and served with the forces that quelled the North-West rebellion of 1885. In the early years he was engaged in the implement business at Franklin, but finding it unprofitable, he turned to other pursuits. Of late he was engaged with his brothers, James and John W., in the hardware business, and the last few months of his life he was in charge of the Massey-Harris implement agency in the interest of his brothers.

## PERSONAL ITEMS

Beatty Bros., Fergus, have put another man on their traveling staff in the West in the person of H. H. McBride. He will cover Northern Saskatchewan and make his headquarters in Saskatoon. He is succeeding C. J. Ottman, who has resigned to take charge of a farm, to which he fell heir some months ago. In his younger days, Mr. McBride spent quite a number of years in the retail hardware business at Renfrew.

## DEATH OF D. K. McLAREN

D. K. McLaren, secretary and managing director of Messrs. D. K. McLaren, of Montreal, manufacturers of belting, died on the 20th inst. He was a member of the Engineers' and St. George's Club.

## APPOINTED AGENTS

A. E. Beauchamp & Co., manufacturers' agents, 20 St. Nicholas St., Montreal, have appointed as their Ontario representative, H. E. Johnson, 12 Melinda St., Toronto, and as their Western Canada representative, A. E. Curley & Son, 1208 McArthur Bldg., Montreal.

## HENRY TRIGGE LEAVES ROAD

H. H. Trigge of Wood Vallance, Ltd., Winnipeg, has severed his connection with that firm after serving twenty-three years with the Hamilton and Winnipeg houses. For nine years he has travelled throughout the West, latterly his headquarters being at Moose Jaw. Mr. Trigge decided to give up road work recently, which action was deeply regretted by his many customers, employers and fellow salesmen. Henry, as he is commonly known, was always popular with the boys off and on the road. Upon the eve of his departure he was the recipient of a handsome gold wrist watch by the staff of Wood-Vallance. Mr. James Feir, sales manager, made the presentation and farewell address, to which Mr. Trigge suitably replied. He is going East to Toronto this week, but has not definitely decided as to his future.

## NEW FIRMS

The Consumers Hardware Co., a new firm, has opened for business at Lethbridge, Alta. G. B. Morris, who has been in the hardware business for several years in Guelph, Ont., will be in charge.

## HARDWARE LETTER BOX

### Herringbone Lathing

J. L. Demers, Thetford Mines, Que.—Please advise where I can purchase Herringbone lathing.

Herringbone lathing is sold by Clarence W. Noble, Home Life Building, Toronto.—Ed.

### Furnace Regulators

Daken Bros., Digby, N.S.—Please give name and address of manufacturer of a hot air furnace regulator.

Regulators are made by Honeywell Heating Specialty Co., Wabash, Ind.; Otterville Mfg. Co., Otterville, Ont.; E. F. Houghton & Co., Third and Somerset Street, Philadelphia, Pa.; Minneapolis Heat Regulator Co., Minneapolis, Minn.



# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### BARN DOOR LATCH

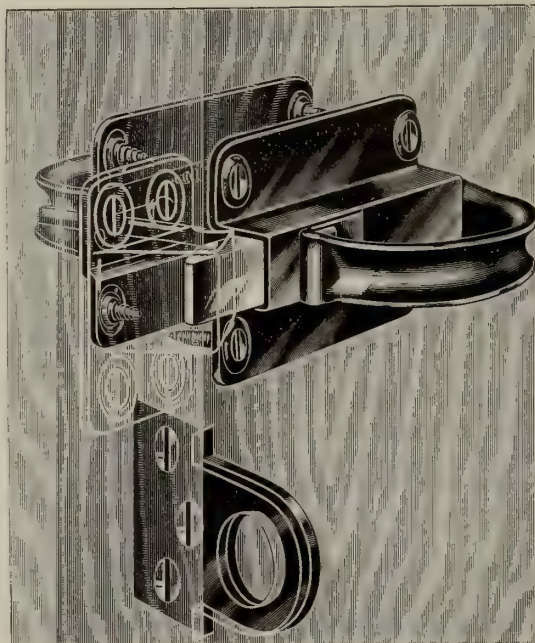
A new barn door latch has just been placed upon the market by the Watrous-Acme Mfg. Co., Des Moines, Iowa, whose sole sales agent is the Stanley Works of New Britain, Conn. Durability is the idea around which this new door latch is built. Its few parts are heavy and strong. The latch locks automatically, and it is easily operated from either side of the door by means of a roomy, comfortable handle. It is adjustable for doors all the way from  $\frac{3}{4}$  in. to  $1\frac{3}{4}$  in. thick. This latch is carefully protected against rust. The bolt is tinned, the spring sherardized, the handles, plates and strikes heavily coated with japan.

The angle slant on the strike and the bevel on the bolt allow this latch to lock automatically. The bolt is wrought steel, solid at its working point. It has a  $15/16$  in. throw. One easy motion—a pull on either handle—slides the bolt back. The two handles are connected by a steel bar  $\frac{1}{4}$  in. thick. The inside plate is applied well back from the jamb, so that there is no danger of injuring the hand. This inside handle may be left off and the latch converted into an extra heavy catch. The strike is made wider than the bolt to allow for any sagging of the door.

This barn door latch is packed  $\frac{1}{4}$  dozen in a carton, with  $\frac{7}{8}$ -inch No. 10 screws, one pair of safety padlock eyes, and illustrated directions for application. The net gross weight of a carton is 5 pounds; net shipping weight, per gross, 175 pounds. The latch may be had galvanized as well as japanned.

### NEW STEEL RANGE

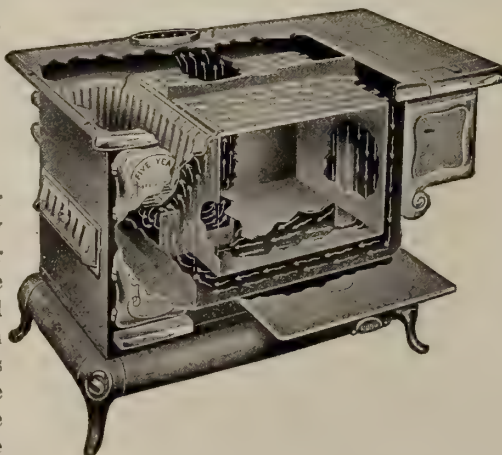
The Hamilton Stove and Heater Co., Hamilton, Ont., are offering a new model steel range that they call their Five Year Souvenir Steel Range. One of the main features is a new patented front oven flue for which they claim high economical qualities. It carries the products of combustion around the five sides or outside surfaces and there are no cooling surfaces to absorb the heat. The flame, smoke and products of



*New Barn Door Latch, reproduced one-half size.*

combustion all pass from the fire-box over the entire oven top and down the back through the divided flues to the bottom flue underneath the oven where they are carried to the new patented front oven flue. Here they are met by a division damper or wall and drawn up behind the front half of the fire-back which is separated from the oven front by about a two-inch space, forming the flue which is very highly heated by the heat radiated from the fire-back.

Special construction points include the rounded corners of the fire box which is made with heavy corrugated walls; the fire backs which is a heavy one-piece



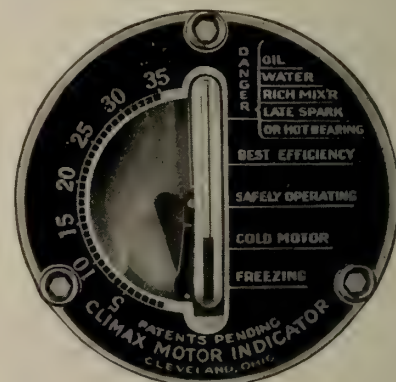
*Five Year Souvenir Steel Range.*

corrugated construction; the duplex grate which, is claimed, are made so that the entire grates and frame can be drawn out without disturbing the water-front or fire-box linings; and the flue clean-out which is covered by a nickel panel directly underneath the oven door.

### THREE DEVICES IN ONE

Climax Motor Devices, Cleveland, Ohio, have placed the Climax Motor Indicator on the market, which is designed to combine the duties of a pressure gauge, oil sight feet and heat indicator. In other words, it registers the pressure, quantity and temperature of the circulating oil, "the actual blood of the motor." It is claimed for this indicator that it gives a reliable warning signal of any danger pending within the motor, and that it thus provides protection while operating the car.

It has been constructed on the principle that the proper medium of registry is the temperature of the circulating oil while in direct contact with the vital parts of the motor. The manufacturers claim that, "relying on the lubricating



*Climax Motor Indicator.*

fluid for our registry, we obtain thereby a positive indication of the actual conditions taking place by the circulating oil which we have selected for our medium, as we consider the oil the blood of the motor, coming in direct contact as it does with all the working parts, such as bearings, pistons, cylinder walls, etc."

The first electric railway in America and the second in the world was operated at the Canadian National Exhibition.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

Price changes this week, though not as numerous as last, are important. Advances have been recorded on copper wire, lanterns, silver flatware, oiled paper, barn door track, screen door hinges, lawn mowers, scales, lead, copper. Linseed oil is slightly weaker. Prices on some lines are still withdrawn and new and higher prices will be issued in the near future. White lead in oil is firm at the recently reduced price. Retailers are booking freely for fall and winter delivery, despite the high prices prevailing. Canadian steel mills are busy and are filled up completely for at least six months ahead. Domestic trade has shown a splendid improvement during August. Many local contracts for steel have had to be turned down owing to the fact that mills still have to make many heavy shipments abroad.

The metal markets are firmer and slight advances have taken place on copper and lead. Lead in New York has gained strength and prices are now at the levels prevailing a month ago. There is an important demand for practically all metals.

Reports from Western Canada indicate that business is good. Wholesalers report splendid increases in the volume of sales during corresponding periods of last year. During the month of August there has been a heavy demand for threshers' supplies and harvest tools. Prices of supplies are considerably higher than they were last year, in some cases especially brass goods prices are almost double.

Regarding the binder twine situation in the West, relief is in sight. Arrangements are being made whereby hardware dealers, in districts where crops are affected by rust, and who have contracted for large quantities of twine, are able to transfer their contracts to districts where the crop is better. There has been a noticeable falling off in business from portions of Southern Manitoba where crops have been damaged. A large number of Canadian manufacturers will have exhibits at the Canadian National Exhibition which opens on the date of this issue, and will continue for two weeks.

### MONTREAL

**M**ONTREAL, Aug. 24.—The metal markets maintain their firm attitude, with no present sign of any weakness. Still these markets, all of them more or less speculative in character, cannot be depended upon like those of the other industries. Control generally is in very firm hands, and with a marked increase in buying, the conditions all the way round tend to a bullish nature.

The only change this week is an increase in lead, which is quoted at 9½¢ to 9¾¢, an increase of 1¢. Solder is unchanged, although some sellers who were somewhat on the bear side of the generally quoted price have raised their prices more to the level of the others.

### Iron and Steel

The firm market in the States is naturally reflected here, and prices remain

firm, with a bullish tendency. Heavy orders for iron and steel naturally get the preference, and some of the smaller buyers complain bitterly as to their treatment, but there it is. As it was remarked: "At one time buyers had it all their own way; now the other side has the upper hand." Inquiries for the fall are coming in more heavily, but the market is practically ruled by the big users. Unless speculation enters there will probably be no change except a rising one for some time.

### Pig Iron Strong

Despite the heavier Canadian production, the market is strong. This is only natural, seeing that the demand can take care of all that is produced. There is a rumor that a very big industrial firm will shortly be in the market for heavy orders. If this is so, it will help to make stocks tighter.

### Copper Unchanged

Copper is unchanged at 29¢ to 29½¢. The demand is light locally, but, of course, this does not affect the ruling prices. We have to go further afield for that. Reports from British Columbia received here all give a high rate of production, and the prospects for even more. The province is producing at the rate of \$20,000,000 per annum, and when further plans are developed, the province will produce 130,000,000 lbs. at a value approximately of \$30,000,000. When one considers how a few years back the copper industry was fought shy of by investors, some idea of the great changes which have occurred can be understood.

### Spelter Steady

Spelter remains steady at last week's prices of 18¢ to 18¼¢. The market is in a much steadier condition, and it is apparent that the speculative element has lost hold for the time being.

### Sheet Zinc

Here again there is no change, 25¢ to 25½¢ being the price obtaining. The demand, if anything, has improved, and the line seems marked up for more movement in orders, although they will be probably on the small side.

### Lead Higher

The firmer tone shown last week has resulted in an increase of 1¢. Very heavy business has been booked in New York for September, and the markets have been cleaned up in a better shape than apparent for some time. London failed to respond to the improved strength in New York, but it will probably fall into line at any moment. At any rate, the markets are firmer locally, although it cannot be said that the demand shows any heavier strength. But New York puts the pressure on.

### Antimony

Antimony shows no movement either way, and is very slack in buying at 19¢ to 19½¢.

### Solder Unchanged

The solder market is practically unchanged, the general price ranging as quoted last week. But some of the sellers who have been somewhat under generally accepted quotations have advanced their price more in conformity with the others.

### Hardware

After the excitement of last week, the hardware markets settled down to a quieter and more customary basis. One



wholesaler remarked: "We don't want that sort of thing to occur too regularly. It upsets our price lists, upsets the buyer and makes him too conservative in his orders for the early fall." So there was a sigh of relief all the way round. Hardware and Metal received many congratulations on its prescience in forecasting many of the changes which occurred. The only decided change this week was in sash weights, which have gone up 40c, making the price \$2.25 per 100 lbs. The remarkable cut on one line of saws, as noted last week, continues, with perhaps a little more shading. We gave a general 7½ per cent., but in some lines the reduction moved to 10 per cent. No one here seems to know the real reason for the cut, but it may be as one humorously remarked that their consciences have pricked them for their steady advance for so many months. The scarcity in files is very serious, and no relief is in sight. Orders placed many months ago are still unfilled, and it looks as if they would be until American munition orders have finished worrying the general hardware industry.

Early fall orders show a little stimulation, and prospects for trade would be good if wholesalers could see their way to promise full delivery in all the bookings which could be obtained by the travellers. But orders can only be taken subject to the ability of the local stocks to handle them, and that naturally makes the merchants chary of placing all that they could in ordinary circumstances. In fact, the disruption to the general hardware business through the supply shortage is injuriously affecting trade all the way round.

#### Wire Nails

There has been no further development in wire nails, at least at the time of writing, but no one cares to anticipate further than a day ahead. It is not thought that the present quotation will stall off the demand, for at present buying is only for imperative needs, and builders, etc., must have their supplies no matter at what cost. The price locally is \$3.85 base for wire nails.

#### Screws

"No change, thank goodness, as yet," is the general answer to the screw inquiry. Reports for the manufacturers continue vague as to future conditions, and nothing definite is given as to shipments, immediate or otherwise. Wholesalers cannot hold up any hope of relief to their many customers, who are continually asking for old orders to be filled. Present discounts are shown in current quotations.

#### Wringers and Washing Machines

Although, as stated last week, manufacturers have withdrawn their previous quotations, the new prices have not yet made their appearance, and some orders are scraping through at old prices. But

the bolt will descend at any moment. This has checked buying, and the market, so far as the placing of orders by consumers, is very unsettled. The reason given for the coming change is the old one of manufacturing expenses being heavier, labor, material, etc.

#### Wood Handles

The price market has remained steady on the last week advances. It is not thought that further changes are immediate, but, of course, there is no certainty as to the future. The following figures obtain:—Second growth ash hay fork, manure fork, shovels, spade, hoe and rake handles, 30 per cent. extra. Extra ash, 40 per cent.; No. 1 ash, 45 per cent.

#### Lead Pipe

Despite the stiffening in raw material, there is no increase in lead pipe, but it may come shortly. The demand is fair, with all orders of a hand-to-mouth character. Dealers quote lead pipe at 12c and lead waste 13c.

#### Iron Pipe

The market does not show any change from last week. Shortages is still apparent and likely to be so for some time. Manufacturers will not commit themselves to any statement as to deliveries. But they profess themselves away behind on every one. Prices are shown in the current quotations.

#### Tacks

Tacks remain unchanged at last week's increase. Here again the increased price is not expected to stall off the demand, as the buying is all for immediate and imperative necessities.

#### Stoves and Ranges

The early fall bookings are making their appearance on the order sheets, but there is not the strength of former years. Wholesalers are not sorry altogether at this, because there is still some doubt as to whether manufacturers can keep up with requirements. They can apparently look after present bookings, but the rush of cooler weather, and the ordering of the merchants, who have left off to the last moment, may make an unpleasant deadlock, and the cutting or orders in half, or may be less. Quotations have not changed, but the trend, with the increase of raw materials, is to advance.

#### TORONTO

**T**ORONTO, August 24.—The market for hardware goods during the past week might be characterized as one having a great deal of snap and willingness to buy. The market tendency on the whole is upward. Merchants have shown a disposition to keep their stocks up. Heretofore there was a tendency to let stocks run low, fearing perhaps the apex of prices had been reached. Instead of a decline in price

commodities in the hardware trade have had a tendency to be still firmer. With the prospect of the war lasting through 1917 some hardware jobbers are firm in their assertion that they can see no prospect of lower prices in the immediate future. Manufacturers are drawing their lines tighter and are demanding that jobbers order in maximum and minimum quantities. That is, formerly a spread of 25 per cent. under order or a 25 per cent. increase order would be allowed. This spread is no longer allowed. Most manufacturers will not book orders for next year's delivery over the amounts supplied during the present year. In some cases the manufacturers will not guarantee to fill over 25 per cent. of the amount of orders taken last year. There has been a good demand for all hardware lines with the exception of builders' hardware.

There have been increases during the week in brass escutcheon pins, platform and household scales and bar iron. White lead in oil remains steady at the recent decline.

#### Iron and Steel Mills Busy

The insistent demand for steel continues. Canadian steel mills are booked up completely for at least six months, and partially booked up for a year. There is an extraordinary demand for steel for shells. Many contracts for domestic supplies have been available of late, but steel mills have been unable to handle them owing to the fact that they are filling heavy orders from abroad. Canadian mills are running to full capacity and deliveries are again falling back both from Canada and the United States.

One large dealer in steel goods stated this week that August so far has shown a splendid improvement in domestic business. The month so far is ahead of July. This is unusual as August is generally a quiet month. This dealer also stated that there is a possibility of higher prices on plates and boiler tubes during the early part of October.

Common bar iron is quoted in small lots at \$2.90 locally.

#### Pig Iron

The pig iron situation is unchanged. The demand for steel making grades of pig iron is as insistent as ever, but foundry iron is quiet. Hamilton is quoted at \$24 and Victoria No. 1, at \$25 per ton. Reports from the United States indicate that pig iron is much more active and some large firms have recently made heavy purchases.

#### Metals Are Firmer

The metal markets have undergone a decided improvement during the week with an upward trend in prices. The stronger tone is a result of heavier demand which is particularly evident in



copper and spelter. Business locally has improved and is good considering the time of the year

#### Copper Moving

The large buying of copper for the Allies and enquiries for additional large amounts of metal has resulted in a strong market and higher prices. It has also had the effect of forcing domestic consumers into the market and an important selling movement is now in progress. Sales of copper for delivery during practically the next twelve months have been made and indications point to a high level of prices for that period. Copper has advanced  $\frac{1}{2}$  cent locally and is now quoted at 29c per pound.

#### Tin Advanced

An improved undertone in the tin market due to heavier demand has had the effect of advancing prices. Tin is now quoted at 44c per pound.

#### Spelter Firmer

Spelter would appear to have stimulated business as the demand has considerably improved during the week. Galvanizers are buying more spelter and brass mills are taking more metal. Local quotations are higher at  $13\frac{1}{2}$ c per pound.

#### Lead Advanced

The position of lead is strong and the price has advanced the Trust now quoting 6.50c New York with independents at the same level. The market at present is rather slow but a much improved demand is anticipated. Lead is now quoted at  $8\frac{3}{4}$ c per pound.

#### Antimony Unchanged

The demand is active with the market higher and excited. The price has advanced and indications point to still higher prices. Antimony is quoted locally at 17c per pound.

#### Aluminum Unchanged

The market is quiet but firm with quotations unchanged at 68c per pound.

#### Solder Unchanged

Quotations are firmer but unchanged. Guaranteed is quoted at  $27\frac{1}{2}$ c and strictly at  $25\frac{1}{2}$ c per pound.

#### Black and Galvanized Sheets

The situation in the sheet market continues firm and unchanged. The demand for black and blue annealed sheets remains steady although prices are somewhat irregular. An advance of \$2.00 per ton on sheet bars has stiffened the market for black sheets and may result in higher prices, as sheet bars are now considerably higher than at the time when black sheets were last advanced. Prices of galvanized sheets are firmer but the demand is comparatively light at the present time and the output of the mills is much below normal. Prices are shown in current quotations.

#### Boiler Tubes Unchanged

Conditions in the market have not changed materially for several weeks. Quotations continue very firm with a possibility of an advance owing to the heavy demand and scarcity of raw materials. Prices on lapwelded tubes are given in the current market quotations.

#### Wire Nails Steady

The market for wire nails remains steady at recent advances. There has been a fair demand. Nails are quoted at \$3.80 per 100 pound keg base and cut nails at \$3.40 per keg base.

#### Cordage Prices Firm

The demand for binder twine has slackened somewhat. The demand for rope has also fallen off. Hay fork rope has had an extra heavy sale during the past season owing to the excellent crop of hay. Prices hold firm in all rope lines with no price changes in twine. There has been a good demand for wrapping twine. Prices are shown in current market quotations.

#### Brass Escutcheon Pins Up

There has been an advance in the price of brass escutcheon pins during the past week, the new price quoted being net list. This has been in line with the tendency to advance in the metal.

#### Big Advance in Scales

There has been a big advance in Champion scale prices during the week, as intimated in last week's issue would in all probability take place. In the 4-lb. even balance scale the new price is \$4.60 as compared with the former price of \$3. Ten-pound scales are now quoted at \$6 list, as compared with \$4.50 formerly. For the 240-lb. platform scale the new price is \$9, while the old price was \$6.60. In the 600-lb. platform the new price is \$25 and the old price \$16.80. Platform scales in the 1,200-lb. variety are now quoted at \$30, compared with \$19.80 the former price. The 2,000-lb. platform scale the new quotation is \$39, while the former price was \$26.40. For the 2,000-lb. platform with drop lever the new price is \$46, as compared with \$31.20 formerly. The charges for Government stamping remain the same as with previous quotations. Household 10-lb. scales are now quoted at \$4 list, with stamping 10c net extra. The 25-lb. household are now quoted at \$5.20 list, with 30c net extra for stamping. As will be noted this advance is considerable, in some instances amounting to 50 per cent. The discount on the above list is 25 per cent.

#### Bar Iron Goes Up 35c

Due to the firmness in the iron market bar iron has advanced 35c per hundred pounds base and is now selling at \$3.25. A decline was looked for about six weeks ago but recent developments in the

primary markets have had a firming tendency.

#### Lawn Mowers Advance

The Taylor-Forbes Company has issued a new discount of 50 and  $12\frac{1}{2}$  per cent. off their new list. Demand for lawn mowers has been greater than the manufacturers could supply. This together with the advance in raw materials and the price of labor has had the tendency to make the prices firm.

#### Barn Door Track Advances

There has been an advance of practically 20 per cent. in the price of barn door track during the past week. The new price quoted is 6c per foot in sizes from 3-16 to  $1\frac{1}{4}$  inches. Advances in raw materials have been the motive that impelled the prices upward.

#### Oiled Paper Up 12c

There have been considerable advances in dry building paper and tarred building paper during the week. The former for No. 1 is being sold at an advance of 12c per roll, the new price being \$80. In the case of tarred building paper the advance for No. 1 is 10c per roll, the new price being 90c.

#### Lanterns Higher

A new price of \$13.75 has been quoted on copper well japanned lanterns. This is an advance over recent quotations. Advance in copper and other raw materials have here again been the determining factor in sending prices upward.

#### LONDON

LONDON, Ont., Aug. 24.—A number of important price changes have taken place this week following the prediction in last week's market report. In the report which follows a number of important price changes are recorded and the new prices are given.

There is still a great scarcity of many hardware lines. Prospects are very bright for a good fall and winter trade. Many fall orders have been booked and others are being placed freely, thus indicating that the retailers are looking forward to a good volume of fall business. Collections are good.

#### Glass Has Advanced

Last week's report stated that an advance in sheet glass would probably take place almost immediately. The advances are about 7 per cent. The new discount is 25 per cent. off the case list making net prices as follows:

	Single Dia.	Double Dia.
Up to 25 in ..	\$ 5.85	\$ 8.93
26 to 34 .....	6.12	9.64
35 to 40 .....	6.38	10.20
41 to 50 .....	8.82	11.63
51 to 60 .....	9.19	11.89
61 to 70 .....	9.83	12.60
71 to 80 .....	11.07	13.77
81 to 84 .....		17.07
85 to 90 .....		18.27
91 to 94 .....		18.75



95 to 100 .....	21.75
101 to 105 .....	24.00
106 to 110 .....	27.75

#### White Lead Firm

White lead in oil is firm at the recently reduced price. The firmness is due largely to the advances in the pig lead market. The demand for white lead is very light at present. Quotations remain at \$13.95 per 100 lbs. in ton lots, and \$14.25 per 100 lbs. in less than ton lots.

#### Lawn Mowers Higher

New prices and higher are out on Taylor-Forbes lawn mowers. American mowers have also advanced. The discounts on Taylor-Forbes mowers including Star, Woodyatt, Empress, B.B., are 50-12½ per cent. off the new list prices. Daisy mowers are quoted at 60 per cent. off the new list. The new prices are for present shipment and spring booking.

#### Sap Spiles for 1917

A new price of \$7.25 per thousand has been issued for Eureka sap spouts for shipment, Feb. 1, 1917.

#### S. D. Hinges Advance 20 Per Cent.

No. 20 screen door hinges have advanced 20 per cent., and quotations for gross lots are \$12 per gross prs., and \$1.05 per doz. prs. in small lots.

#### Barn Door Track Higher

A new price of 6c per foot has taken place on 1¼ in. barn door track.

#### Carpenters' Chalk Higher

Carpenters' chalk has advanced in both white and colors. White chalk is now quoted at \$1.10 per gross. Red and blue is quoted at \$1.25 per gross.

#### Oiled Paper Higher

A new and higher price has been issued in oiled paper. The new price is \$1.50 per roll.

#### Hinges Have Advanced

Heavy tee and strap hinges have advanced. The new discount is 10 per cent. off list. This advance follows the prediction made in Hardware and Metal two or three weeks ago. Net prices figured at 10 per cent. off are as follows per dozen pairs:—

	Tee.	Strap.
4 in. ....	\$1.44	\$1.71
5 in. ....	1.80	2.07
6 in. ....	2.03	2.25
8 in. ....	2.30	3.06
10 in. ....	4.14	5.40
12 in. ....	6.53	6.71
14 in. ....	6.66	7.65

Light tie and strap are now quoted at 45 per cent. off list. Steel butts are quoted at the following discounts:—No. 800, 35 per cent.; 838, 40-5 per cent.; 804, 50-2½ per cent.; 840, 50-5 per cent.; 810, 32½ per cent.; 814, 32½ per cent.; 842, 45-5 per cent.

#### Axle Pulleys Higher

Common Sense axle pulleys have advanced to 33c per dozen.

#### Hand Saws Higher

An advance of about 5 per cent. has taken place on Disston hand saws. The new net prices on D8 hand saws are as follows:—16 in., \$16.81 doz.; 18 in., \$18.50 doz.; 20 in., \$20.69 doz.; 22 in., \$22.77 doz.; 24 in., \$24.42 doz.; 26 in., \$25.60 dozen.

#### Lanterns Higher

An advance has taken place on Wright's copperwell jap'd lanterns. The new price is \$13.75 per dozen.

#### Silverware Higher

Rodgers 1847 flatware has advanced about 5 per cent.

#### Turpentine Firm

Turpentine is unchanged but firm, due to firmness in the south. Local quotations are as follows:—Barrel lots, 69c per Imp. gal.; 2 to 4 bbls, 68c per Imp. gal.; 5 gal. lots, 76c per Imp. gal.

#### Linseed Oil Unchanged

Linseed oil remains unchanged locally. Quotations per gal. are as follows:—

	Raw.	Boiled.
1 to 2 bbls. ....	90c	93c.
3 to 5 bbls. ....	89c	92c.
6 to 9 bbls. ....	87c.	90c.

#### Rope Unchanged

The demand for rope has fallen off considerably. Quotations remain unchanged as follows:—Pure Manila, 22½c basis; British Manila, 18c basis; African hemp, 18c basis; Sisal, 15½c basis; cotton 3-16, 29c basis; cotton ¼ and larger, 28c basis.

#### Wire Nails and Fencing

The demand for wire nails has improved with the approach of fall. The price is firm at \$3.80 f.o.b. London. Cut nails are quoted at \$3.40 basis. Fence wire remains at the following price per 100 lbs.:—Barb, \$4.25; 9 plain, \$3.90; 12, \$4.05; 13, \$4.15; 9 coil spring, \$3.95; 10 O and A, \$4.41; 11, \$4.46; 12, \$4.55; 14 hay baling, \$4.65.

#### WINNIPEG

**W**INNIPEG, Aug. 17.—Since the first of August there has been an enormous demand for threshing supplies and harvest tools of all kinds, and stocks in some Winnipeg houses are practically exhausted. Difficulty is experienced in getting these lines replaced. Prices of a good many of these supplies are higher than they were a year ago, and in the case of brass goods, which figure largely in threshing supplies, prices are about double. This, however, does not seem to have affected the demand, as sales of harvest and

threshing supplies have been higher this year than they were last.

#### Business Is Good

Speaking generally, business is very good in Western Canada. One house reports doing double the business they ever did before. This splendid state of affairs exists in spite of the fact that the crop in southern Manitoba is practically a failure. In the affected districts, there is a noticeable falling off in business. In one case a man cancelled his fall orders saying that in that district they would not thresh a bushel of grain. On the other hand, crops in northern Manitoba and in Saskatchewan and Alberta are splendid, and the fact that the demand for hardware is so good, is an excellent criterion of the state of things.

#### Binder Twine Situation

The damage done to the crop by rust in southern Manitoba will help to relieve the binder twine situation which threatened to become acute. Arrangements are being made whereby hardware dealers who have contracted for large supplies of binder twine are able to transfer their contracts to districts where the crop is better.

#### Prices Change On Steel Goods

The steel market for the past month or more has been steady but firm. A number of changes are noted this week. Mild steel has advanced 25c per cwt., and is now quoted on a \$4.00 basis. This is the first advance in milled steel for a long while. There does not seem any likelihood of a decline in the steel market just now, as the United States Steel Trust are said to have nine months business ahead, amounting to over nine million tons.

#### Butts Higher

Early this week Winnipeg jobbers were notified by eastern manufacturers of a further advance in butts, heavy hinges, and other steel goods. This advance will probably go into effect this week, and will amount to about 10 per cent.

#### Churns Higher

Another price change is in churns, which have advanced to 35 per cent. off list. They were formerly 37½ per cent. off. The demand for churns has naturally fallen off at present, the season being off, but jobbers are now booking orders for spring on these new quotations.

#### White Lead Down

White lead has been steadily advancing since the war broke out, no doubt due to the enormous demand for lead required in the manufacture of munitions. A decline in this market is noted this week amounting to 50c. The price to-day on pure lead per ton lots is \$14.05, and for less than ton lots \$14.35.



### Canada Plates Higher

Canada plate has advanced 25c per box all round, and new price on tin plates is as follows:—I C 20 x 28 full boxes \$13.50, half boxes, \$7.15; 1 x 20 x 28 full, \$15.00, half, \$8.00. An advance has gone into effect on Drive Well points from 65 per cent. off to 57½ per cent.



### NEW CUSTOMS RULING UNJUST

(Continued from page 25.)

been left in abeyance. Duty has been paid during that time on a basis of the contract prices for goods. The question has naturally arisen, why has this clause been left in abeyance all this time? It has been stated that such is not the case, and that duty has been paid according to the market value at the time of shipment. Hardwaremen and importers of woollens in some instances at any rate assert that the duty has been payable on goods according to contract price. There are two columns on the customs returns sheets, one showing the "Far Market Value," and the other the "Contract Price." In the past these entries have been the same.

Furthermore the new ruling provides that the law shall be made retroactive. This would cause an interminable amount of friction and entail an enormous amount of work if the attempt were made to collect this differential. On goods already sold by the wholesaler and the money collected there would be absolutely no chance of any redress. The opinion has been expressed that it is hardly likely this feature will be enforced.



### PRACTICAL SHEET METAL WORK

(Continued from page 32)

3, 2, 1. Cutting each mitre as shown, all lines of which must be parallel with the outlines of the elevation.

Next draw a vertical line as shown in Fig. C' and divide it off into twelve equal parts 1, 2, 3, 4, 3, etc., from these points draw as many horizontal lines. Next take the compass and transfer the measurements from line a b in pipe C, and mitre, C, B, to the stretchout line, Fig. C', cutting each of the dotted lines which bear their corresponding figures. By connecting these points the pattern for pipe C is developed.

The pattern for Figs. C<sup>2</sup> and C<sup>3</sup> are developed in a similar manner, as also are the holes in the various patterns. The one stretchout line can be used as in the case of Fig. C'. Allowance must be made for joining the mitres, but the pattern of the hole is well to be cut a little small at first, because it can always be fitted, whereas if cut too large there is nothing but making up another piece that will do. The joints of such a top must always be tight so as to make it as effective as possible.

(Continued in next issue.)

## Canadian National Opens This Year

*Exhibition Will be on as Big a Scale as Ever—Many Fine Features Have Been Arranged by Way of Attractions—Will Continue for Two Weeks—One of Big Canadian Attractions*

PLANS are progressing to make the Canadian National Exhibition at Toronto one of the biggest and most successful ever held. This Exhibition is world-famed for its pageants. Last year some 400,000 people visited Toronto to attend this Exhibition, and over 1,000,000 people passed through the gates. The value of the buildings is \$2,500,000. Many hardwaremen find much of interest and instruction at this Exhibition each year. The present year will not be an exception to this. There are many handsome buildings and fine exhibits. There will also be many special attractions.

The Government Building is located near the main entrance to the park, and contains much that is typical of the enterprise and progress of the Dominion and Provincial Governments, epitomizing in an attractive and instructive way the possibilities of the country, developed and otherwise.

The Horticultural Building is utilized for the exhibit of fresh fruits, vegetables, palms, flowers and kindred branches of husbandry.

The Transportation Building provides for demonstrating the selling points of automobiles, supplies, etc., which fill the structure to overflowing during the two weeks of the Exhibition each autumn.

In the Manufacturers' Building is a magnificent palace of industrial arts and crafts with an imposing appearance.

Machinery Hall contains the products—still and operating—of many of the great metal-working shops of Canada, and serves to reflect the wonderful development taking place in steam, electrical, hydraulic and mechanical engineering.

The Industrial Building is devoted largely to the exposition of the heavier lines of manufacture, such as electrical equipment, stoves, etc. One wing is devoted exclusively to appliances and processes of manufacture, the latter contributing infinitely to the interest and educational value of the Exhibition as a whole.

The Dairy Building demonstrates on a broad and comprehensive scale all that is modern and pertinent to the equipment and management of dairies and cream factories. Butter and cheese making are exemplified in a practical and instructive manner.

In the Fine Arts Gallery are housed many of the world's famous art treasures. A great variety of exhibits from home and abroad is each year to be found in the Fine Arts Gallery.

### Canadian Toy Exhibit

Approximately 30,000 toys made in Canada by the forty firms now engaged in the work will be shown at the Exhibition, one whole wing of the Government building being devoted to the display.

### This Year's Munitions' Exhibit

One of the big educational attractions this year will be the exhibit of munitions. The whole process of shell manufacture will be shown from the rough forging to the finished projectile, and added interest will be lent to the display by the presence of various explosives and chemicals that enter into the manufacture of munitions. In all, thousands of shells with their constituent parts, including instructional sectional views, will be shown. One of the most interesting features will be contributed by the Dominion Arsenal at Quebec, which will send the model exhibit from which Col. Lafferty and his staff gave instructions to engineers from various Canadian firms just about to enter the shell trade.

## CATALOGUES AND BOOKLETS

### Grinding Machinery

Bulletin No. 11 illustrates and describes an interesting line of grinding and polishing machinery made by the Gray Manufacturing & Machine Co., Toronto. A specification is included covering each type of machine; while other matter deals briefly with foundry equipment.

### Gray Power Pumps

The Gray Manufacturing & Machine Co., Toronto, are distributing to the trade a new bulletin, No. 14, dealing with the "Gray" power pumps and water supply systems. The bulletin contains a brief description of the systems and specifications covering the various sizes of pumps and tanks, etc., with price list. The bulletin is illustrated.

### Buckeye Pumps

The Buckeye Pump Manufacturing Company, Columbus, Ohio, have issued a folder containing suggestions for installing the "Buckeye" water lift pump, together with a diagram showing the necessary piping and connections for a typical installation. A sectional view of the pump is included showing its construction, accompanied by a table giving the principal dimensions of the various sizes.



# WEEKLY PAINT DEPARTMENT

## A System to Keep Paint Stock

*How the Hardwareman Can Insure Himself Against the Loss of Sales Through Lack of Colors or Sizes—An Argument for "Paint Preparedness"*

A SUGGESTION of value is contained in an article by J. S. Vogel in the Paint, Oil and Drug Review. He deals largely with the question of keeping up stocks, giving the following ideas for a proper system to handle the matter almost automatically. He says:—

It is safe to say that practically every paint dealer in the country every month loses a certain number of sales. Some of these lost sales are directly due to lax business methods, while others are unavoidable.

Perhaps the commonest reason for lost sales is that time-worn excuse, "out of stock." The average paint dealer does not fully realize that every time he tells a customer he is out of certain colors, sizes or quality, he is making a sale for a competitor. He is forcing one of his customers to go to a competitor for the article wanted, whether a popular color in certain paint, a particular kind of brush, or any other article usually found in a paint store.

The one great trouble is that the dealer himself does not fully realize the big per cent. of sales that are lost in the course of a year. And many of these lost sales are on articles characterized as staple and popular sellers. The mere fact that an article is a good seller is the cause of the stock becoming low before the dealer realizes it. The loss of such sales actually means a reduction of business, of profits.

These expensive lost sale leaks should be stopped—and they can be stopped by any dealer who takes the trouble to carry out the suggestion contained in this article. The first requirement to stop these leaks is the installation of some system that will at once tell the dealer when he is out of stock on certain articles—a system that will keep dealer and salespeople on the alert for items that are getting low—that need re-ordering—or that tells the dealer of some article not carried in regular stock, for which there appears to be a demand.

If you, Mr. Dealer, knew exactly the amount of money lost every year by not properly keeping a completed stock of the popular sellers, you would soon go

on the war path, demanding of your clerks, your salespeople and yourself, to jot down every item that requires re-ordering—and to do this in time so that the new lot will be in stock before the article is entirely sold out. If you fully realized the number of customers you are constantly sending to a competitor, you would want some system that would remedy this big loss of sales.

This loss of sales, loss of customers, loss of profits can be stopped—and stopped quickly, if you will only do your part of the work. And here is a method that will help you to stop these leaks in your business.

The first requirement is a method that will put you face to face with these lost sales. To do this, have a small slip printed as follows:

### Sales Lost

Article asked for .....  
Reason why sales were lost:  
Out of stock.....Out of size.....  
Too cheap.....Too high.....  
Not carried in stock.....  
Other reasons, if any.....

The value of this method is in the filling out of a slip every time a customer asks for something he cannot get, or does not buy. One slip should be filled out every time a sale is lost. There should be no exceptions to this rule.

Of course, many dealers, even while reading this article, will think of the trouble in filling out these blanks, the time required, etc. But even this in itself is an admission that many sales are lost—and that this loss of sales occurs almost every day.

Surely, Mr. Dealer, you should not be afraid of coming face to face with the number of sales lost in your store. As a business man you should know—should make it your business to find out the number of sales you are constantly losing, the customers you are constantly sending to your competitor's store for their paint supplies.

If there are no lost sales, there will be no trouble in filling out blanks—but if there is a big loss of profit on account of lost sales, it is your business to know the reason for such loss, and that is why you should not hesitate a single minute

in installing a system of this nature.

You can take it for granted that you will have to fill out a number of these blanks every week, every month, if not every day. You are losing sales, of that there is little doubt. Every business organization in existence loses a certain amount of sales, but the chances are nine times out of ten you have no knowledge of the big proportion of the loss of profits involved in the loss of these sales.

The very fact that you will dislike seeing a great big bunch of these lost sales tickets filled out at the end of the month, is of additional value to you and your salespeople, for it gives, it creates an incentive in every one of your salespeople to keep on hand a supply of all the popular paints, brushes, varnishes, etc.

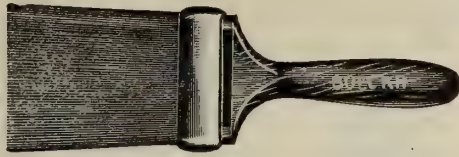
If you will simply try this method for a week, dropping the slips into a box as they are made out, you will have made a start in the right direction. At the end of the week you can open the box, look over and examine every one of the slips, calculate the total loss of profits through the loss of sales, and then call your salespeople together, show them the slips, and ask that they co-operate with you and help to reduce this loss to a minimum.

You will be surprised how quickly this method will put a stop to many of the sales that are lost through carelessness, through inattention, through lax sales methods, or through negligence of recording goods at the right time.

There is an additional advantage in filling out these sales loss slips by your clerks. They will become better salespeople. Your clerks, if they are required to fill out one of these blanks every time a sale is lost will redouble their efforts to make sales whenever there is the slightest possibility of doing so. If the article on which a sale is lost is one that is carried in stock, the only reason for the loss of sale is because of poor salesmanship on the part of your clerks. And they do not want to confess themselves poor salesmen. A fall down on the making of a sale, when there is no good reason for it, will be an admission of incompetence.

If the same clerk time after time fails to make a sale, when there is no excuse for such a failure, then there is but one remedy—and that is a better salesman. The man in your store who constantly fails to make sales to customers who take the trouble of coming to your store and





THE BRISTLES CAN'T  
COME OUT



## "STEEL GRIP"

### PAINT AND VARNISH BRUSHES



Made of selected fine bristles which converge to the centre and are bound in such a way that there

is no possibility of shedding and irritating the user.

The elasticity, resilience and chiselling are perfect.

They are guaranteed—this ensures your customer getting satisfaction.

Each and every brush which bears the name BOECKH is **absolutely "guaranteed,"** and if found defective it may be returned and will be replaced with a new one—entirely at our expense.

Get a steel grip on the brush trade by selling this ideal service line.

*Write for prices, etc.*

**The Boeckh Bros. Company, Ltd., Toronto, Can.**



## JAMIESON'S

### PURE PREPARED PAINTS

**In purchasing paint, it's not what you pay that counts as much as what you get.**

There are many kinds of paint—Good, Medium and Bad. Some cost high and are not worth it. Some are cheap and full of adulterants.

We don't claim that ours is the only good paint on the market, but we do guarantee it, and it sells at a moderate price.

Facts count more than all the talk in the world.

Give us the opportunity to place our proposition before you.

Send us a postcard and full particulars will be sent you by return mail.

*It costs nothing to investigate—write to-day.*

**R. C. JAMIESON & CO., Limited, Montreal, Canada**

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

*If interested, tear out this page and keep with letters to be answered.*



asking for the article, is an expensive man, no matter how low his salary may be. You are paying your clerks to make sales—and if they cannot do this, then it is up to you to find some one who can.

It would be an additional advantage to have a blank space on these slips for the name of the customer. This would enable you to send him a post card the moment the article in question is received in stock, advising him that if he has not already bought the article, he can get it at your store.

The total cost of having these tickets printed would be about \$1.50 for 500. And this would be the only cost. But the additional sales made on account of having these blanks will greatly offset the small cost. In fact, the difference between the two is so great that you should not hesitate a minute in installing a system of this kind. If the "lost sales" blank as suggested does not meet with your approval, you can change it, but the idea is there—and it is a good one.



## WEEKLY PAINT MARKETS

(Continued from page 46.)

opinion also prevails that the decline in pig lead is only temporary, and that the price may go as high or higher than it was formerly. The market at the present time could be characterized as uncertain. Prices of last week prevail; first grade white lead in oil is selling at \$13.45 per 100 lbs. in ton lots, and \$13.75 for less than ton lots.

### Whiting Scarce

Whiting continues scarce and high in price, with little prospect of relief. The scarcity of vessels has shut off the supply of chalk to the United States, from which the article is now manufactured. Formerly the whiting came from England, but with the placing of an embargo on the carrying of whiting, the chalk has been shipped to the United States and whiting manufactured therefrom has found its way to Canada.



## TORONTO HARDWAREMEN HAVE FINE OUTING

(Continued from page 34.)

Boot Race, open to all—First J. Jones, Family Scale; Second, Mr. Renton, Razor; Third, Mr. Bird, Spoon.

Smooth Shaven Men's Race, open to all, 4 heats, 2 prizes to each—First, Mr. Bird; Second, Mr. Atkinson; First, Mr. McNichol; Second, Mr. Garrett; First, Mr. Epstein; Second, Mr. W. Breen; First, Mr. Mahon; Second, Mr. M. Phillips.

Men's Potato Race—First, Mr. McGee, Indoor Ball and Bat; Second, J. Hewitson; Third, Mr. Ryan.

Consolation Race—First, M. Blumberg, Tea Kettle; Second, G. Chapman, Safety Razor; Third, Mr. Owens, Pocket Knife.

Drawing Contest for Press—First, G. D. Davis, editor Hardware and Metal, razor strop; Second, J. G. Lucas, associate editor Hardware and Metal, razor strop; Third, James O'Hagan, editor Hardware Journal, razor strop.

Best Decorated Truck—Cash prize, W. E. Platt Hardware Co.

\* \* \*

## PICNIC BREEZES

Morry Phillips now has the reputation of being the champion prize collector of the world.

\* \* \*

Arthur Lake closed up his store, and with his staff, enjoyed a real picnic.

\* \* \*

Geo. Ibbotson allowed Mrs. Ibbotson to win the prize for him.

\* \* \*

P. J. Madigan was there in his four-wheeled Ford.

\* \* \*

We missed Geo. Matthewson who was absent through illness, but Wally was on the job.

\* \* \*

Jack Peacock looked good in white ducks.

\* \* \*

Cawker Bros. won the team prize.

\* \* \*

Geo. Caslor and Mrs. McIvor won the waltzing contest.

\* \* \*

Tom Wright is certainly some starter, but no runner.

\* \* \*

J. C. McFadden looked 25 years younger on Thursday.

\* \* \*

The fat man's race (over 250 lbs.) was contested only by Otto Morrison.

\* \* \*

C. J. Spencer, President Rochester Lamp Co., enjoyed the outing.

\* \* \*

Billy Muir entered ten races—but no victories.

\* \* \*

Sam Pearsall is certainly some sprinter.

\* \* \*

East End Rossiters were there as happy and large as life.

\* \* \*

Al. Manley contributed a real clog dance.

\* \* \*

Theo. Prince won the King's prize for Bisley shooting.

\* \* \*

Geo. Garret made a very efficient judge.

Sam. Thompson, Everet McNichol and Frank Noden all wanted to enter the young men's race.

\* \* \*

Art Folger and Norman Baiden entered the running-backwards race, but met with an early disaster—falling into the potato pit.

\* \* \*

There were no married ladies over 30 years of age?

\* \* \*

John Caslor, the general Secy.-Treas., had a special race arranged for him—the only chance he had.

\* \* \*

All the high stepping travelers were on the job, but many of them were not up on the latest dances.

\* \* \*

As master of ceremonies, Frank O'Grady was the right man in the right place.

\* \* \*

B. D. Blackwell, at the small end of a megaphone, did valuable service in bringing out the timid ones for the various events.

\* \* \*

Ed. Prince, Sr., had a lonely vigil—he guarded the prizes while the others made merry.

\* \* \*

W. E. McGee and Harry Finkle were out for a good time—and had one.

\* \* \*

The Platt boys were away above par—Billy won a case of toilet paper.



## BROOM CORN TO REMAIN HIGH

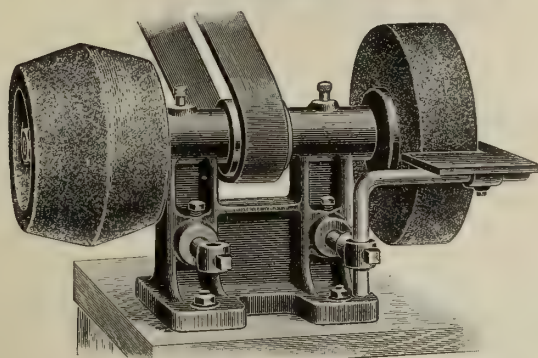
Reports from the broom corn producing centres of the United States indicate that in all probability prices of broom corn will continue at a high figure. Some reports have been circulating to the effect that prices of brooms would probably decline. According to authorities in the broom manufacturing business, there is no good reason why the prices should decline. They point out that broom-makers from now on must manufacture largely from materials bought on the basis of present market costs. Practically all surplus stock at lower prices has been used up. Practically all materials used in broom making are higher than they were a year ago. It is not claimed that prices will go higher, but it is claimed by men who ought to know that the present prices will remain in effect for some time.



The attendance the first year of the Canadian National Exhibition was 101,000. It ran three weeks. Last year there was a daily average attendance of 72,000 for 12 days, a total of 864,000.



## IMMEDIATE DELIVERIES ON GRINDERS



**Sickle Grinders Tool Grinders Power Grinders**  
WILL GIVE YOUR FARM TRADE A MEASURE OF  
SATISFACTION THAT WILL GREATLY BOOST  
THE SALES OF OTHER GOODS.

We recommend these grinders to the trade as most  
attractive and highest grade grinding machines on  
market.

ORDER FROM YOUR JOBBER. If he does not handle  
the "American" Line, write direct to factory.

**Western Agent:**

**Merchants Hardware Specialties, Calgary, Alta.**

**Agents for Eastern Canada:**

**John H. Graham & Co., 113 Chambers St.,  
New York City, N. Y.**

**American Grinder Mfg. Co., Milwaukee, Wis.**



**THIS** trade-mark is  
known and trusted by  
every varnish buyer. It  
stands for quality and is a  
guarantee that all products  
sold under it are true to  
description and the best that can be  
made for the uses intended. Discrim-  
inating varnish users know this, and  
it is the implicit confidence in Berry  
Brothers' label that makes our line so  
safe to recommend and so satisfactory  
to handle.

You can build up a bigger varnish  
business by featuring Berry Brothers'  
brands.

**LUXEBERRY WHITE ENAMEL** — whitest white, stays white  
Makes permanent snow white finish in either gloss or  
dull effects.

**LIQUID GRANITE**—floor varnish. Makes smooth, satiny finish.  
Lasting, waterproof, marproof, also adapted for bathrooms,  
window sills and casings, and all interior work where  
durability is desired.

**LUXEBERRY WOOD FINISH** — for general interior work.  
Develops and preserves the grain of all woods, and makes a  
handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted  
for durability under extreme exposure—front doors, store  
fronts, marine work, etc. Makes handsome finish and will  
not turn white under the severest conditions of wear.

We make a specially adapted varnish  
or enamel for every known use.

Write for our price list and interesting dealers'  
proposition.

**BERRY BROTHERS**  
(INCORPORATED)  
**World's Largest Varnish Makers**

Established 1858

WALKERVILLE, ONTARIO

(373)

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## For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer  
only. Every rod sold contains a profit for some dealer.

### FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested.  
"IDEAL" is made as represented. **EVERY PURCHASER  
IS A SATISFIED CUSTOMER.**

### The "IDEAL" SPECIAL SALES PLAN

allows you to compete with "Mail-order-houses." No in-  
vestment—no handling—no collections. You make a profit  
on every sale. You retain and strengthen your connection  
with the farmer.

Full particulars sent on request.

**The McGREGOR-BANWELL FENCE CO., Ltd.  
WALKERVILLE, ONT.**

*If interested, tear out this page and keep with letters to be answered.*



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, Aug. 24.—Merchants who were hoping that last weeks decline of 50c in the price of white lead in oil might lead to a shading in manufactured prepared paint lines have up to now been disappointed. As a matter of fact the pig lead market has advanced so that really the white lead market is bullish at the present quotation, while it was bearish at previous ones. Although there is no prospect of white lead going again quickly there is no telling what will happen. Buyers should remember this, and while not speculating, had better not hold off too long in the hope of further lower prices linseed oil is steady at last week prices, while turpentine is unchanged. Glass is firmer. Gasoline remains stationary. Orders for the fall are being placed more regularly, and it is evident that merchants anticipate a good fall demand. The idea that the best time for painting is in the spring and that hardwaremen should only push trade at this time is rapidly dying a natural death. The fall is just as good a time as the spring. Some say better. Anyhow the fall trims and decorative advertising work of the manufacturers are now going out in full blast, and hardwaremen will be in good shape to seize the business that is ready for them if they like to go after it. In agricultural districts this is especially so, for the harvest will be over, while the good money will be freely circulating.

### Linseed Oil Steady

The market is steady at prices quoted last week. Perhaps a slight shading is noted here and there, but on the whole the prices generally quoted are:

	Raw.	Bolide.
1 to 2 barrels ....	87½c-90c	90½c-93c
3 to 5 barrels ....	86½c-89c	89½c-92c
6 to 9 barrels ....	85½c-88c	88½c-91c

Opinion is general that the present prices will maintain for a few days at any rate, most hope for a longer period than that, but express thankfulness for small mercies in these days of changing prices. Crop reports continue to be somewhat conflicting but with present supplies equal to the demand. The market offers no other point worthy of mention at the time of writing.

### White Lead Slightly Firmer

As stated in the general introduction white lead remains firm at last week

quotation. The increase in raw lead if it is continued may lead to a rise again, but that is looking too much to the future for most users of white lead. The demand has improved with the decline but a warning should be given to those who are holding off despite pressing necessities. Supplies are equal to the demand.

### Turpentine Unchanged

There is no practical change. The demand has improved within the last week, probably due to the coming forward of fall buying. Despite some reports of shortage there is enough stock on hand to meet requirements.

### Glass Unchanged

There is no marked change in the market. Deliveries are stated to be somewhat heavier this week. There is a bullish tone to the situation, owing to the falling stocks in merchants hands, and the doubt as to the prices on future deliveries.

### Gasoline

The market remains steady at last week's decline. Gasoline, however, is so very speculative that it is not safe to say too much regarding prices. There is a very strong demand with stocks at present apparently well able to meet all requirements.

## TORONTO

**T**ORONTO, Aug. 24.—The interesting feature in the paint market during the past week has been the weakening in the linseed oil market. Prices on the whole are considerably lower. The price of oil is almost entirely contingent on the price of flaxseed, which at the present time is quoted at \$1.94 in Winnipeg. While the crop this year is 83,600 acres below that of last year, the new crop is not altogether out of danger from frosts and other dangers that may beset the growing and ripening time. Just at the present the seed market is firm. With good weather conditions there should be a good yield in Canada, even in spite of the decreased acreage. With bad weather conditions and damage to the crops there will perhaps be a firmer tendency in the market with increased prices. With favorable conditions the linseed oil market should decline still further. There are big crops of flaxseed reported in the Argentine and in Russia, and these probably will

have their bearing on the Canadian market in spite of whatever conditions may prevail here. Some oil men assert the prices are bound to come down still further in the face of present prospects. Raw in one to two-barrel lots is quoted at 81c to 84c per gallon. In the same quantities for boiled the prices range from 84c to 87c. In three to five-barrel lots the price quoted is 79½c to 84c. For boiled, the quotations in the same quantities are 82½c to 86c. In six to nine-barrel lots raw is selling at 78c to 82c, and for boiled the price is 81c to 85c.

### Gasoline Holds at Lower Levels

There have been no further reductions in the price of gasoline during the past week. Crude oil continues to be weaker and in a sagging condition, and as long as this continues the gasoline can be expected to be in a weaker condition, with future declines not improbable. From tank wagons in Toronto gasoline is being sold to the garage and to other parties at 27½c per gallon by refiners. To the customers this will represent a price of 29c to 29½c per gallon. Rumor is to the effect that one large supply station will in the near future reduce their price to the consumer to 28c per gallon. Their recent price has been 30c per gallon. It should be remembered that gasoline ex-tank at 27½c per gallon is the Toronto price. For outside points the freight must be taken into consideration.

### Turpentine Firm

The turpentine market holds firm at recent prices. Reports from Savannah, the centre of the turpentine industry, state that there is every indication that the market will continue firm and even higher. Prices at the Southern port are 4c higher for this month than they have been for the same month during the past four years. The local demand is light. Prices quoted in Toronto are as follows.

	Per Imp. gal.
1-barrel lots .....	64½c to 69c
2 to 4-barrel lots .....	63c to 67c
5-gallon lots .....	69½c to 77c

### White Lead Prices Hold

White lead prices at the recent declines are remaining steady. There is a difference of opinion among those interested as to the probable trend of the market in the near future. The opinion has been expressed that the recent decline was made to stimulate the market, and that the price is likely to become firmer in the near future again. The

(Continued on page 44.)



## ***A Reminder—***

On pages 189, 190, 191 and 192 of the Annual Fall Number of "Hardware & Metal," published last week, appeared an important announcement about paint and varnish agencies.

It is of special interest to those merchants who wish to increase their sales in these lines.

If you have overlooked it, turn to it now. You will know it by the blue edges of its first and last pages.





# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 51  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, advance 2½%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15—2½%; Arrow, 20%. Ball caps, B.B. Caps, \$3.05 per M. net; C. B. Caps, \$2.90 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net. Above prices withdrawn. New prices to be issued shortly.

"Dominion" B.B. Caps, \$3 per M. net; C. B. Caps, \$2.60 per M. net; 22 short, black, 20%; 22 short smokeless, 30%; 22 long, black, 20%; 22 long smokeless, 20%; 22 long rifle, black, 7½%; 22 long, rifle, smokeless, 7½%; other R.F. ball, 10%; R.F. shot, 10%; centre fire pistol, list plus 35%; C.F. sporting, list plus 60%; shot cartridges, same as ball; empty shot shells, 5%; blanks, add 25%; bullets, 40%; Primers, \$2.70 per M. net; brass shot shells, withdrawn; "Winchester" B.B. Caps, \$2.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—Siu., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iand made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 25  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25  
Double bit ..... 11 00  
Hunters' Axes ..... 5 50  
"Boy's" Axes ..... 6 25  
Bench Axes, Samson

No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBIT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb. Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." Nos. 1, 2 and 3.

Prices 11c to 60c pound. Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

BENZINE Montreal Toronto Single bbls., gal. . 0 31½ 0 30½  
Drums, gal. .... 0 28½ 0 27

## BOLTS AND NUTS

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 40%. Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, ¾ in. dia. and smaller, 40%.

Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%. Skein Bolts, 45%.

Square Head Blank Bolts, 30%. Bolt Ends, 30%.

Plow Bolts, 20%. Elevator Bolts, 30%.

Fancy Head Bolts, 25%. Shaft Bolts (\$3 list), 25%.

Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%. Nuts, square, 2c off list.

Nuts, hexagon, 2c off list. Stove Rods, per lb., 8c.

Stove Bolts, 62½%. Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 09½

## BRASS

Per lb. Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60

Rods, base ½ to 1 in. round 0 55

Tubing, seamless base ..... 0 55

Tubing, iron pipe size, 1 in. base ..... 0 50

Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

Per doz. No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%. Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc Per doz. Pony ..... \$1 75

Crown ..... 3 55  
Dandy ..... 3 75

Improved Globe ..... 2 65  
Standard Globe ..... 2 75

Neptune ..... 2 75  
Original Globe ..... 3 00

Newmarket King ..... 4 25  
Victor (Glass) ..... 4 25

Jubilee ..... 4 25  
Diam'd King (Glass) .... 4 50

Western King (Enamel) ..... 4 25

Beaver, brass ..... 6 00  
Wood, double faced. .... 1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. 16 13  
Weighted, 20 lbs., per doz. 18 50

Weighted, 25 lbs., per doz. 22 32

## BUTTS

No. 804, 55%; No. 840, 50, 5%; No. 800, 35%; No. 838, 40 and 5%; No. 842, 45 and 5%.

## CANS

Milk factory cans, 15%. Cream cans, 20%.

Railway cans, 20, 5%. Hand delivery and creamery cans, 20%.

Cream cans, 35%: with dome top, 15c extra. Refined, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%. Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots .... 1 85  
Portland, per bbl., carload

lots, f.o.b. Toronto. 1 50  
White Bros. English. 2 00

"Lafarge" cement, in wood 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00

Fire brick, English ..... 17 00  
Fire brick, Mm., low 23 00

Fire clay, 2½-lb. tins, doz. 1 25

## CEMENT (FURNACE)

1½ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz. lb. .... 0 05

25 lb. tins, per doz., lb. .... 0 04

## CEMENT, ROOFING

Per gal. Roofing cement (in bbls.) . 0 29  
Cement (in 5 and 10 gals.) . 0 23

Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross. . 0 65  
Carpenters' lead pen-cils, per gross ..... 2 40

Crayons, per gross ..... 0 20  
Carpenter, white, gr. . 0 65

Carpenter, blue, gr. . 0 80  
Carpenter, red, gr. . 0 80

## CHISELS

Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50

Common cold, ½, \$1.35; ¾, \$2; 1, \$2.75; 1½, \$3; 2, \$4.

Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal. Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.80; ¾, \$6.70; ¾, \$6.55; 1, \$6.40

Electric Weld Coil Chain—BB 3-16 in., \$9.25; ¼ in., \$6.75; 5-16 in., \$5.25; ¾ in., \$4.50; 7-16 in., \$4; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

Steel Jack, 15% net. Brass Jack, net.

CHURNS List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Forgers, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD Universal No. 0 ..... \$12.00 doz.

1 ..... 12.80 doz.

2 ..... 16.20 doz.

3 ..... 23.40 doz.

COPPER Montreal Toronto Casting ingot, see weekly report

Bars, ½ to 2 in. .... 46 50 46 00  
Plain sheets, 14 oz. .... 45 00 45 00

14x28 in., 14x60 in. 45 00 45 00  
Copper sheet, thinned, 14x60, 14 oz. .... 54 00 54 00

Copper sheet, planished, 14x60 base. 57 00 57 00  
Braziers' in sheets, 6x4 base ..... 46 50 46 50

COPPERINE No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH) No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34

No. 8, No. 9, No. 10, No. 12 0 33½  
COAL TAR Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

CURRY COMBS Discount, 25% off list.

CRATES Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

CANADA PLATES Montreal Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

Galvanized Apollo Crown Gorbals 18x24x52 .. 6 25 6 25 6 50

60 .. 6 50 6 50 6 75  
20x28x47 .. 6 75 6 75 7 00

20x28x94 .. 13 50 13 50 14 00  
CHARCOAL, TIN PLATES M.L.S. and Famous— Per box

IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00

IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25

Raven and Murex Grades— IC, 14x20 base ..... 7 00

IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50

IXXX, 14x20 base ..... 12 00  
"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75

IXX, 14x20 base ..... 10 75  
CHARCOAL TERNE PLATES Dean or I G Grade—

I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

COKE, BRIGHT Bessemer Steel—

10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

CLOCKS, ALARM Good Morning, each ..... 0 80

Look Out ..... 1 00  
Big Ben, each ..... 2 25

Baby Ben, each ..... 2 25  
CROWBARS, 4 to 4½c per lb.

DRILLS Bit Stock Drills, 50%. Wood Drills, 20%.

Straight Shank Drills, 45%.



MADE IN CANADA


**3 SPECIALS GUARANTEED**  
 TO GIVE EXCELLENT SERVICE

**IMPERIAL**  
**GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS**  
**HEAVY**  
**PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL**  
**COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

# MOORE'S

## House Colors



Value that will increase your profit two ways, viz: By the profit on each sale and increased number of sales.

### Moore's House Colors

are pure linseed oil paints of remarkable durability.

Our dealer agents are enthusiastic over the results.

WRITE FOR OUR PROPOSITION.

**Benjamin Moore & Company**  
 LIMITED  
 WEST TORONTO



**"DOMINION CROWN BEST" —****DOUBLE-COATED TISSUE.**

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base 9 50	9 50	9 50

**FILES AND RASPS.**

Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Dission Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Zelta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Vulcan Brand .....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.**

Hollow and pressed steel...	0 81
Solid .....	1 20

Special Stall Fixture, 40%.

**FRAMED MIRRORS.**

Size glass, 4 x 6 .....	1 00
Size glass, 5 x 7 .....	1 25
Size glass, 6 x 9 .....	1 60
Size glass, 7 x 9 .....	1 75
Size glass, 8 x 10 .....	2 00
Size glass, 9 x 12 .....	2 60
Size glass, 10 x 14 .....	3 10
Size glass, 10 x 17 .....	3 75

**GASOLINE.**

Barrels .....	0 32
Drums .....	0 29
Tank wagon .....	0 28½

Any quantity, in bbls. .... 31

Drums, 40-gal., per gal. .... 27½

Tank wagon ..... 27½ |

**GRINDSTONES**

Over 40 lbs. and 2 in. thick 1 45	
Smaller sizes .....	1 25
Mounted No. 115, each....	3 75
Bi-Treadle, each.....	4 25

**HALTERS (SNAP AND RING)**

Russet rope shank, 1 in. \$ 7 75
Russet rope shank, 1¼ in. 9 25
Black rope shank, 1 in. 5 00
Black rope shank, 1¼ in. 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18;

¾ in., \$21.

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt. 10 00
Masons, 5 lbs. and over, per cwt. 12 00
Napping, up to 2 lbs. .... 0 13½

**HANDLES (WOOD)**

Axe, No. 3 cuts, doz. .... 1 01
Axe, No. 1 hickory, doz. .... 2 14
Axe, 2nd growth, doz. .... 3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, \$2.50; No. 1, \$2; No. 2, \$1.60;

maple, \$1.75; ash, \$1.90 per dozen.

Prospectors, miners and drift pick handles, 22 in., \$3.20; 34 in. and 36 in., \$3.40 per dozen.

Manure fork handles, short, \$3.60 per dozen.

Hickory pick handles, No. 1, \$3, and No. 2, \$1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., \$1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special, Zenith ..... 9 00 |

Atlas, steel covered.. \$5 25 6 60 |

Perfect, No. 1 ..... 8 50 |

Perfect, No. 1½ ..... 9 50 |

Perfect, No. 2 ..... 10 00 |

New Milo, flexible, doz. .... 6 50 |

Steel King Hangers, doz. sets ..... 6 40 |

Storm King and safe-ty hangers, doz. .... 6 50 |

Storm King rail ..... 4 70 |

Crown ..... 4 85 |

Crecent ..... 7 25 |

Sovereign ..... 6 50 |

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.) ..... \$ 3 25 |

Steel track, 1¼ in. .... 5 75 |

**HATCHETS.**

Samson Samson Per doz. Shingle Claw

No. 1 ..... 7 20 | 8 25 |

No. 2 ..... 7 80 | 8 50 |

**HINGES, TEE AND STRAP**

Net Prices.

Heavy Strap Tee

4-inch ..... \$1 70 | \$1 35 |

5-inch ..... 2 05 | 1 80 |

6-inch ..... 2 25 | 2 00 |

8-inch ..... 3 05 | 2 30 |

10-inch ..... 5 40 | 4 15 |

12-inch ..... 6 70 | 6 55 |

14-inch ..... 7 65 | 6 65 |

Light.

2 in., doz. prs. .... 0 55 | 0 55 |

4 ins. doz. prs. .... 0 66 | 0 61 |

5 in., doz. prs. .... 0 77 | 0 72 |

6 in., doz. prs. .... 0 93 | 0 83 |

8 in., doz. prs. .... 1 38 | 1 00 |

10 in., doz. prs. .... 1 92 | 1 30 |

**Screw Hook and Strap Hinge—**

Under 12 in., per 100 lbs. .... 6 00 |

Over 14 in., per 100 lbs. .... 5 25 |

Larger ..... 4 60 |

Extra hooks for above, ¾ in., per lb. .... 7 |

Extra hooks for above, ¾ in., per lb. .... 6½ |

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$10; No. 50, \$27; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$21.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12¼%.

"Chief" floor hinge, 50%.

HOES. Grub, 3¼-lb., \$4.55 doz.

**HOOKS, CORN.**

Cyclone, doz. .... 2 40 |

Hoes, corn, doz. .... 5 40 |

**HOOKS, GRASS.**

Canadian Fox

No. 2, per doz. .... 2 15 | 2 75 |

No. 3, per doz. .... 2 25 | 3 20 |

No. 4, per doz. .... 2 35 | 3 60 |

No. 5, per doz. .... 2 55 |  |

**HORSESHOES**

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60;

No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. .... 0 12 |

Corrugated, ¾ in., ft. .... 0 16 |

Corrugated, 1 in., ft. .... 0 22 |

Less 5% for full reels, 500 ft. Cable, 70%.

Leader, 60, 10%.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

Montreal Toronto

Angles ..... base 2 50 | 3 50 |

Common bar, per

100 lbs. .... 3 00 | 2 90 |

Refined iron, per

100 lbs. .... 3 05 | 3 50 |

Horseshoe iron, per

100 lbs. .... 3 45 | 3 50 |

Norway iron ..... 7 25 | 6 00 |

Mild steel ..... 3 30 | 3 25 |

Band steel ..... 3 30 | 3 50 |

Sleigh shoe steel.. 3 30 | 2 25 |

Domestic ..... 3 30 | 3 25 |

Reeled machinery

steel ..... 4 50 | 4 50 |

Tire steel ..... 3 50 | 3 50 |

Toe calk steel .... 4 20 | 4 25 |

Mining tool steel,

per lb. .... 0 11½ | 0 12 |

Cammell Laird, lb. .... 0 20 |  |

Sheet, cast steel, lb. 0 20 0 20 |  |

Black Diamond tool

steel, per lb. .... 0 12 | 0 11 |

Silver tool steel, lb. 0 17¼ 0 18½ |  |

Spring steel ..... 4 60 | 4 50 |

**IRON, TINNED.**

72x30 up to 24 gauge, case

lots ..... 14 25 |

72x30, 26 gauge, case lots. 14 75

Less than case, 25c per 100 lbs. extra.

**IRONS (SAD)**

Mrs. Potts, No. 55, polished,

per set ..... 0 85 |

Mrs. Potts, No. 50, nickel-plated, per set ..... 0 90 |

Mrs. Potts, handles, japan-

ned, per gross ..... 9 60 |

Sad irons, common, plain.. 5 00 |

Sad irons, common, plated.. 5 50 |

Princess Electric, each ..... 2 75 |

Ideal Electric, each ..... 2 50 |

Canadian Beauty ..... 2 50 |

Gasoline Sad Irons, each.. 3 50 |

Ideal Gasoline, each ..... 3 15 |

Dover Electric, net ..... 3 00 |

No. 70, Dover, per doz. .... 19 20 |

**LADDERS, ETC.**

(Step Ladders)

Shelf-lock ..... 14c | ft. |

Ontario ..... 17c | ft. |

Faultless ..... 21c | ft. |

Mechanic ..... 26c | ft. |

Hercules ..... 24c | ft. |

Perfect ..... 22c | ft. |

Faultless, extra heavy .. 26c | ft. |

Hercules, extra heavy .. 29c | ft. |

Mechanic, extra heavy.. 31c | ft. |

Chair ladders, each ..... \$2 00 |

B.T. Standard ..... 17c | ft. |

B.T. Economy ..... 12c | ft. |

B.T. Iron Bound, 4-9 ft. .... 25c | ft. |

B.T. Iron Bound, 10-14 ft. .... 30c | ft. |

B.T. Iron Bound, 15-16 ft. .... 40c | ft. |

B.T. Iron Bound, 17-20 ft. .... 50c | ft. |

Crecent ..... 16c | ft. |

Household ..... 12c | ft. |

Standard ..... 19c | ft. |

Electrician ..... 25c | ft. |

Heavy duty ..... 45c | ft. |

Extension ..... 23c | ft. |

Common and Roped Extension.

Up to 32 ft. .... 16c | ft. |

Up to 36 ft. .... 18c | ft. |

40 to 44 ft. .... 19c | ft. |

48 to 52 ft. .... 24c | ft. |

56 to 60 ft. .... 29c | ft. |

Single and Fruit Picking.

10 ft. to 16 ft. .... 12c | ft. |

18 ft. to 22 ft. .... 13c | ft. |

**LANTERNS**

Per doz.

Cold Blast, doz. .... \$ 8 00 |

Short Globe, doz. .... 8 00 |

Jumbo, doz. .... 9 25 |

Jap'd Dash, doz. .... 10 75 |

Search Dash, doz. .... 11 25 |





# HOMESTEAD RED BARN PAINT

Affords every merchant an exceptional opportunity to increase his revenue this Fall.

No special effort is necessary on your part.

Our novel sales-winning plan will create the demand with the consumer and bring extra profits to your store.

Other dealers are now sending us repeat orders daily.

Write us to-day for particulars on dealers' stock assortment.

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## PARIS GREEN

Stocks are Now Exhausted, and

### "CP" BUG-O-CIDE

Is the only safe substitute to supply to your customers. Kills the bugs promptly without damage to the foliage. Farmers readily appreciate the merits of this new insecticide.

## The Canada Paint Co., Limited

572 William Street, Montreal

112 Sutherland Avenue, Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



**NAILS**

Standard steel wire nails,  
Toronto, \$3.50 base; Montreal,  
\$3.85 base; London, \$3.50 base;  
Collingwood and Owen Sound,  
\$2.85 base.  
Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 15 p.c.  
Pressed spikes,  $\frac{3}{8}$  diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process  
Size Length Prices per  
25-lb. box  
No. 3, 1 $\frac{1}{2}$ -inch ..... \$4 10  
No. 4, 1 $\frac{3}{4}$ -inch ..... 3 80  
No. 5, 1 $\frac{1}{2}$ -inch ..... 3 25  
No. 6, 2 $\frac{1}{2}$  ..... 3 00  
No. 7, 2 $\frac{3}{4}$ -inch ..... 2 85  
No. 8, 2 $\frac{1}{2}$  ..... 2 75  
No. 9, 2 $\frac{1}{2}$ -inch ..... 2 65  
No. 10, 2 $\frac{1}{2}$  ..... 2 55  
No. 11, 3 $\frac{1}{2}$ -inch ..... 2 45  
No. 12, 3 $\frac{1}{2}$  ..... 2 48  
London, Hamilton, Montreal,  
Toronto.  
Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.  
Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

Per rod  
Invincible, 1640 ..... 0 68  
Invincible, 1848 ..... 0 72  
Invincible, 2060 ..... 0 83  
Put up in 10, 20 and 30-rod rolls  
**OAKUM** Per 100 lbs.  
Best (American) ..... 19 25  
U.S. Navy (American) ..... 18 50  
New hemp (English) ..... 15 00  
U.S. Navy (English) ..... 13 00  
Plumbers (spun) ..... 7 50

**OIL**

Montreal Toronto  
Can. prime white  
petrol ..... 0 14 0 13 $\frac{1}{2}$   
Royalite ..... 0 14 0 13 $\frac{1}{2}$   
Palacine ..... 0 17 $\frac{1}{2}$  0 17  
Castor Oil, per lb. .... 0 45 0 25  
Black Oil (Summer) ..... 0 14 $\frac{1}{2}$  0 12 $\frac{1}{2}$   
Black Oil (Winter) ..... 0 12 $\frac{1}{2}$  0 13 $\frac{1}{2}$   
Cylinder Green ..... 0 35 0 35  
Paraffine ..... 0 24 0 22  
XXX Machine ..... 0 25 $\frac{1}{2}$  0 21

**OLD MATERIALS**

Tea lead, pack,  $\frac{5}{16}$ c lb.  
Tea lead, chest,  $\frac{5}{16}$ c lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy,  $\frac{15}{16}$ c lb.  
Brass, light,  $\frac{11}{16}$ c lb.  
Zinc, heavy, 11c lb.  
Copper, heavy, 19 $\frac{1}{4}$ c lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15c lb.  
Compos. turnings, No. 1, 13c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 $\frac{1}{2}$ c;  
bicycle tires, 2 $\frac{1}{4}$ c.

**PACKING**

Per lb.  
Fine jute ..... 0 11 $\frac{1}{2}$   
Coarse jute ..... 0 09 $\frac{1}{2}$   
Square braided hemp ..... 0 25  
No. 1 Italian ..... 0 30  
No. 2 Italian ..... 0 23

**PAPER, ETC.**

Per 400 ft. roll.  
A. Paper, per roll ..... 0 95  
Resin sized Fibre, per roll. .... 0 55  
Tarred Fibre, No. 1 ..... 0 80  
Tarred Fibre, No. 2 ..... 0 51  
Tarred Fibre, Good Luck  
Brand ..... 0 71  
Dry Fibre, Good Luck  
Brand ..... 0 59  
O.K. Brand corded sheathing 0 95  
Sheathing, Shield Brand, dry 0 43  
Sheathing, Shield Brand,  
tarred ..... 0 51  
Sheathing (Surprise) ..... 0 43  
Dry fibre, No. 1 ..... 0 68  
Dry fibre, No. 2 ..... 0 43  
Sulphate, Black Cat, tarred. .... 0 80  
Sulphate, Black Cat, dry. .... 0 60  
Per 100 lbs.  
Heavy dry straw ..... 2 05  
Heavy tarred straw ..... 2 05

Spruce sheathing ..... 3 00  
Carpet felt, 16 oz. .... 4 00  
Carpet felt, 20 oz. .... 3 50  
Tarred felt ..... 3 25  
Asbestos, Bldg., per 100 lbs. 4 50  
Heavy fibre, 32 ft. x 60 ft. 2 00  
Oiled waterproof building  
paper, 600 sq. ft. roll. .... 1 05

**ROOFING PAPER**

Cyclone, dry ..... 0 68  
Cyclone, tarred ..... 0 80  
Surprise sheeting ..... 0 43  
Heavy, dry ..... 2 15  
Heavy, tarred ..... 2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 $\frac{1}{2}$ %.

**PARERS**

Gen. Hudson, per doz. .... \$7 75  
Little Star, per doz. .... 6 50

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz. ....	5 50	5 00
6 to 7 lbs., doz. ....	5 75	5 25
7 to 8 lbs., doz. ....	6 00	5 50
8 lbs., doz. ....	6 50	6 00
9 lbs. ....	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose) ....	\$0 85
5 gross, 4 $\frac{1}{2}$ -in. (loose) ....	0 90
5 gross, 5 in. (loose) ....	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each) ....	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) ....	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) ....	1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

Buttweld	Per 100 feet	
	Black	Galv.
1 $\frac{1}{2}$ in. ....	3 00	4 50
1 $\frac{1}{2}$ and 3 in. ....	3 06	5 25
1 $\frac{1}{2}$ in. ....	3 91	5 57
3 in. ....	4 72	6 96
1 in. ....	6 97	10 29
1 $\frac{1}{2}$ in. ....	9 43	13 92
1 $\frac{1}{2}$ in. ....	11 28	16 64
2 in. ....	15 17	22 39
2 $\frac{1}{2}$ in. ....	23 99	35 39
3 in. ....	31 37	46 28
3 $\frac{1}{2}$ in. ....	37 72	55 66
4 in. ....	44 69	65 95

**Lapweld.**

2 in. ....	17 02	24 24
2 $\frac{1}{2}$ in. ....	25 16	36 56
3 in. ....	32 90	47 81
3 $\frac{1}{2}$ in. ....	39 56	57 50
4 in. ....	46 87	68 13
4 $\frac{1}{2}$ in. ....	57 15	83 19
5 in. ....	66 60	96 94
6 in. ....	86 40	125 80
7 in. ....	116 62	165 40
8 in. x 25 lbs. per ft. ....	122 50	173 80
8 in. x 25 lbs. per ft. ....	141 12	200 00
9 in. ....	169 05	239 80
10 in. x 32 lbs. per ft. ....	156 80	222 40
10 in. x 40 lbs. per ft. ....	201 88	286 30

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$12 net.  
Lead waste pipe, \$13 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65% off.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths. ....	8 00
3 inch, in 10-ft. lengths. ....	9 70
4 inch, in 10-ft. lengths. ....	12 80
5 inch, in 10-ft. lengths. ....	17 50
6 inch, in 10-ft. lengths. ....	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl. .... 4 75  
Pine, green, per bbl. .... 5 25

**PLASTER**

Paris, per bbl., London. .... 2 25

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37 $\frac{1}{2}$  to 40  
per cent.

**PLATES (BOILER)**

Montreal Toronto  
Plates,  $\frac{1}{4}$  to  $\frac{1}{2}$  inch.  
per 100 lbs. .... 4 50 4 00  
Heads, per 100 lbs. .... 4 75 4 25  
Tank plates, 3-16 in. 5 25 4 75

**PLUGS (METAL)**

Painted wall plugs, per  
1,000 ..... \$20 00  
Galv. wall plugs, per 1,000. .... 23 00

**POLISH**

O-Cedar, 4 oz. bottles ..... \$2 00  
O-Cedar, 12-oz. bottles ..... 4 00  
O-Cedar, 1-qt. can ..... 10 00  
O-Cedar,  $\frac{1}{2}$ -gal. cans ..... 16 00  
O-Cedar, 1 gal. cans ..... 24 00

**PUMPS**

B.T. Pump, No. 1, net. .... \$3 63  
B.T. Pump, No. 2, net. .... 4 40  
B.T. Pump, No. 3, net. .... 6 60  
B.T. Pump, No. 4, net. .... 8 25  
B.T. Pump, No. 5, net. .... 8 80  
B.T. Pump, No. 6, net. .... 9 90  
B.T. Pump, No. 7, net. .... 13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 $\frac{1}{2}$ %.  
Iron burrs, 37 $\frac{1}{2}$ %.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets,  $\frac{1}{2}$ -  
lb. packages, 1c per lb.;  $\frac{3}{4}$ -lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 $\frac{1}{2}$ c per lb.

**ROOFING**

	Per roll
2 ply R.R. ....	1 05
3 ply R.R. ....	1 30
2 ply R.R., complete in roll 1 55	
3 ply R.R., complete in roll 1 70	
Samson, 1-ply, roll ..... 1 60	
Samson, 2-ply, roll ..... 2 15	
Samson, 3-ply, roll ..... 2 65	
Comet, 1-ply ..... 1 05	
Pluvius, 1-ply ..... 1 30	
Pluvius, 2-ply ..... 1 70	
Asphalt roofing, 1 ply ..... 1 45	
Asphalt roofing, 2 ply ..... 1 85	
Asphalt roofing, 3 ply ..... 2 15	
Compo Certainteed, 1 ply ..... 1 70	
Compo Certainteed, 2 ply ..... 2 20	
Compo Certainteed, 3 ply ..... 2 75	
Excello, 1-ply ..... 1 60	
Excello, 2-ply ..... 2 15	
Excello, 3-ply ..... 2 65	
Jewel, 1-ply ..... 1 25	
Jewel, 2-ply ..... 1 65	
Jewel, 3-ply ..... 2 00	
Amazon, 1-ply ..... 2 00	
Amazon, 2-ply ..... 2 50	
Amazon, 3-ply ..... 3 00	
Everlastic, 1-ply ..... 1 50	
Everlastic, 2-ply ..... 1 75	
Everlastic, 3-ply ..... 2 00	
Liquid roofing cement, per gal., in barrels. .... 0 22	
Roofing caps, per lb. .... 0 05	
Roofing nails, per lb. .... 0 06 $\frac{1}{4}$	
Roofing Pitch, 85c per 100 lbs. F.o.b. Toronto, London, Mon- real.	

**ROPE**

Pure Manila basis ..... 22 $\frac{1}{2}$   
British Manila basis ..... 18  
African hemp basis ..... 18  
Sisal basis ..... 15 $\frac{1}{2}$   
Single lath yarn basis ..... 15 $\frac{1}{2}$   
Double lath yarn ..... 16  
Yacht marine ..... 41  
White polished halyards ..... 23  
Hemp, deep sea line basis. .... 31  
Hemp, tarred ratline basis. .... 27  
Hemp, tarred belt rope basis. .... 29  
Marline and Houseline ..... 29  
Jute rope basis ..... 15  
Italian rope basis ..... 31

Above quotations are basis  
prices (5% and larger), and are  
subject to usual advances for  
small sizes.

Cotton rope, 2-16 in. ....	0 29
$\frac{1}{4}$ in. and larger ..... 0 28	
Sisal Clothes Line. Per doz.	
3 ply, 30 ft. ....	0 48
3 ply, 40 ft. ....	0 64
3 ply, 48 ft. ....	0 76
3 ply, 60 ft. ....	0 96
3 ply, 72 ft. ....	1 15
6 ply, 60 ft. ....	1 44
6 ply, 72 ft. ....	1 72
6 ply, 100 ft. ....	2 40

**SCALES.**

Imperial Standard ..... 25 p.c.  
Champion ..... 40 p.c.  
Steel weigh beams ..... 20 p.c.  
Gurney Standard ..... 25 p.c.  
Fairbanks Standard Scales. 25 p.c.

Crown Even Balance ..... 40 p.c.  
Richelleu Union Scale. .... 40 p.c.  
Dominion Plates Scales. .... 40 p.c.

Net prices on Champion scales  
are as follows:  
Champion, 4-lb., \$3, plus 20c  
for stamping. Champion 10-lb.,  
\$4.50, plus 40c for stamping.  
Champion 240-lb., \$6.60 plus 50c  
for stamping. Champion 600-lb.,  
\$16.80 plus \$1 for stamping.  
Champion 1200-lb., \$19.80, plus \$1  
for stamping. Champion 2000-lb.,  
\$26.40, plus \$1 for stamping.  
Champion 2000-lb. with drop  
lever, \$31.20, plus \$1 for stamp-  
ing.

**SCREWS (MACHINE)**

Flat head, iron, 27 $\frac{1}{2}$ %; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

Discounts off Standard List  
Wood, F. H., bright ..... 80  
Wood, R. H., bright ..... 75  
Wood, O. H., bright ..... 75  
Wood, F. H., brass ..... 47 $\frac{1}{2}$   
Wood, R. H., brass ..... 45  
Wood, O. H., brass ..... 45  
Wood, F. H., bronze ..... 40  
Wood, R. H., bronze ..... 37 $\frac{1}{2}$   
Drive screws ..... 65 10 10  
Set case hardened ..... 65 10  
Square cap ..... 65 10  
Hexagon cap ..... 60 10  
Bench, wood, per doz. .... \$5 00  
Bench iron, per doz. .... 4 75  
Cap screws, 55%; Set screws,  
60%.

**SHEETS (BLACK)**

	Montreal	Toronto
100 lbs.	100 lbs.	100 lbs.
10 gauge ..... 4 60	4 50	
12 gauge ..... 4 70	4 60	
14 gauge ..... 4 45	4 35	
16 gauge ..... 4 50	4 45	
18-20 gauge ..... 4 05	3 70	
22-24 gauge ..... 4 00	3 85	
26 gauge ..... 4 05	2 90	
28 gauge ..... 4 10	4 00	

**Re Gauges of Sheets.**

On account of it being prac-  
tically impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10 $\frac{1}{2}$   
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.	
	Galvanized	Painted
28 ga. ....	\$ 5.50	\$2.75
26 ga. ....	6.00	4.25
24 ga. ....	8.00	5.25
22 ga. ....	9.00	6.25
20 ga. ....	11.00	7.25
18 ga. ....	13.50	9.00

Above prices are subject to 7 $\frac{1}{2}$   
per cent. discount to dealers.

**Galvanized**

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets —  
10 $\frac{1}{2}$  oz., \$6.50; U.S. No. 28, \$6.20;  
U.S. No. 26, \$5.90; 22 and 24  
gauge, \$5.75; 18 and 20 gauge,  
\$5.55; 16-gauge, \$5.45; 14 gauge,  
\$5.30. F.o.b. Hamilton and Tor-  
onto.

Colborne (rown — 16-20 gauge,  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

**Apollo Brand, Montreal Toronto**

14 gauge ..... 5 80	5 30
16 gauge ..... 5 80	5 30
18-20 gauge ..... 5 90	5 65
22-24 gauge ..... 6 00	5 85
26 gauge ..... 6 25	6 00
28 gauge ..... 6 65	6 25
10 $\frac{1}{2}$ ozs. .... 6 95	6 50

Add 25c for less than case lots

**SHOVELS AND SPADES**

1st 2nd 4th  
Shovels, 1st, 40 and 12 $\frac{1}{2}$ %; 2nd,  
40 and 5%; 4th, 30%.  
Socket scoops, 1st, 40%; 4th, 35%.  
Rivet scoops, 37 $\frac{1}{2}$ %.





# Fly Screen WIRE CLOTH

**O**UR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

*Sold by all Jobbers.*

**Order your supply now.**

*Catalog on request.*

**CANADA WIRE & IRON  
GOODS CO.**

**Hamilton, Ont.**

**Eastern Representative:**

**H. E. O. BULL**

**184 Mance St., Montreal, Que.**



# FLASHLIGHTS Increase Your Sales

The demand for FRANCO FLASHLIGHTS is bound to be bigger than ever this summer. Everybody will want one. Are you prepared to get **your** share of this business? It will pay big. The renewal business, too, on FRANCO Radio Batteries and FRANCO Radio Tungsten Lamps will be mighty profitable.

## FRANCO FLASHLIGHTS

are proving a big paying proposition to the thousands of live dealers all over the United States and Canada. Every FRANCO FLASHLIGHT is definitely guaranteed to give your customers definite satisfaction.

Profits are large and steady—your initial investment is small. We have a special introductory proposition which is bound to interest you. Send for it now.

**CATALOGUE MAILED ON REQUEST.**

**Interstate Electric Novelty Co.  
of Canada, Limited**

**220 King Street West - Toronto, Ontario**

**Awarded Gold Medal Panama-Pacific Exposition**

# Autumn Brush Business

Every Autumn painters, wall-paper hangers and private persons are good brush-buyers, "fixing-up" for the Winter. And this Autumn the demand for brushes will be better than usual, since there was so much painting and paper-hanging left over from Spring to Autumn because of labor-shortage.

You can do the brush business of your community if you make buyers and prospects know the goodness of



# Meakins' Brushes

Demonstrate these brushes. Show buyers the bristles used and why one brush calls for bristles of one kind, arranged in a given way; and why another brush, for another use, calls for a different shape, and a different kind of bristle.

Show customers the different bindings—the whether ferule wire wrapping, or metal strip. Get your customer to handle the brush—feel its prise and smoothness of finish. Once you get this sort of attention a sale is easy and you've made a fast brush customer.

## Our Great Point is:

You can do right where you are a much larger brush business—this by giving brushes a larger prominence in your stock and a little more intelligent attention to the development of your brush trade.

We are ready to co-operate with you to get more brush business—to show you how

to do it. And always we want you to know that *Meakins-made* Brushes are the finest brushes possible to make.

Brushes can be ordered through your jobber. But write us concerning how to build up a larger local demand.

**Meakins & Sons Limited**  
**Hamilton, Ontario**



*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40,  
12½%, and 4th, 20%.

Above discounts on Black  
Goods only. Full Polished Goods,  
50c per doz. net extra. Half  
Polished Goods, 25c per doz. net  
extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24,  
\$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.

**SOLDER** Montreal Toronto

See weekly report.

**SOLDERING COPPERS.**

Base, per lb., 52 cents.

**SOLDER, BAR**

Guaranteed ..... 0 27½

Strictly ..... 0 25½

Commercial ..... 0 24

**SOLDER, WIPING**

Star extra ..... 0 25½

Easy ..... 0 23½

Acme ..... 0 23

**SPELTER.** See weekly report.

**SPOUTS**

Warner Malleable Winged

Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.

Montreal, Toronto and London

Fence staples, galv., in kegs 4 90

Fence staples, galv., 25 lb.

boxes ..... 5 15

Fence staples, bright, in

kegs ..... 4 05

Fence staples, bright, in

25-lb. boxes ..... 4 30

Poultry netting staples, 100

lb. kegs ..... 12 00

Galvanized discount 40 and 5%;

bright, deduct \$1.10 from gal-

vanized net. Extras, 50 lb. kegs,

30c; 25 lb. kegs, 40c; 10 lb. kegs,

80c.

**STUFFERS**

Enterprise No. 25, each.... 6 25

No. 25, each.... 8 50

**SWEEPERS, CARPET** Bissell's

Boudoir ..... 31 00

Champion Nic. .... 25 00

Champion Jap. .... 23 00

Univ. Japd., cyco bearing... 26 00

Univ. N.P., cyco bearing... 29 00

Grand Rapid, Japd., ball-

bearing ..... 28 00

Grand Rapid, N.P., ball-

bearing ..... 31 00

Princess, N.P., ball-bearing. 32 00

Elite, ball-bearing ..... 36 00

Am. Queen, N.P., bal-bear... 34 00

Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**

Grand Rapids Vac, doz....\$77 00

Household Vac, doz..... 63 00

Superba Vac, doz..... 92 00

**SWINGS**

Baby, 2-passenger, each...\$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Boys' Gliding Settees with

awning, each ..... 13 50

Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;

cheese box tacks, bulk;

trunk tacks, blank and tinned;

bulk; carpet tacks, bulk;

carpet tacks, tinned; carpet

tacks, tinned; cut tacks, (in

kegs); cut tacks, blue, in doz.

only; cut tacks, ¼ cut tacks,

blue and tinned, in weights;

Swedes; Swedes upholsterers'

bulk; Swedes brush, blue and

tinned, bulk; Swedes gimp,

blue, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks.

Discount 75%.

**NAILS**

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, blue; clout nails, tinned;

chair nails; cigar box nails; pat-

ent brads; fine finishing; picture

frame points; lining tacks, solid

lead (in bulk).

Discount 75%.

**TAPPED GOODS**

Lining tacks, in papers; lin-

ing tacks, in bulk; saddle nails,

in papers; saddle nails, in bulk;

tuffing buttons, 22 line, in doz.

only; tin capped trunk nails;

zinc glaziers' points, prices quot-

ed on application.

Discount 75%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ners' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobblers' rivets; brass cob-

blers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 2 15

Ass skin, No. 714, 66 ft., doz. 3 80

Linen, No. 404, 66 ft., each. 1 25

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**THERMOMETERS**

Incubator, doz. .... 5 40

Dairy, dozen ..... 2 40—4 45

**TIES (METAL)**

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 100%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and

100%.

**TROUGH (EAVE)**

C. G. Square head and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

B.T. Single Rail .....24c ft

B.T. Double Angle .....22c ft.

B.T. Double Tee .....20c ft.

Discount off above, 45%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28½

4-ply ..... 0 28

3-ply ..... 0 25

Montreal Toronto

**TUBES**

Boiler Tubes, Lapwelded!

100 ft., 2 in. .... 16 10

100 ft., 2½ in. .... 18 50

100 ft., 3 in. .... 21 00

100 ft., 3½ in. .... 25 00

100 ft., 4 in. .... 29 00

100 ft., 4½ in. .... 37 00

**TUBS**

Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

Hercules

No. 4 ..... 12 40

No. 5 ..... 13 83

No. 6 ..... 15 40

Common Galvanized

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

Per nest

Nests of 3—0, 1 and 2 .....\$2 38

Nests of 3—1, 2 and 3 ..... 2 05

Nests of 4—0, 1, 2, and 3 ..... 2 95

**WOOD TUBS**

No. 0, per doz. .... 11 00

No. 1, per doz. .... 9 50

No. 2, per doz. .... 8 00

No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½; patent quick

opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

p.c.

Copper boiler and tea kettle pitted,

plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**

Japanned ware, 22½%.

Japanned ware, white, 17½%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**

Discount, 17½%.

6, 10 and 14-qt. flaring pails.

17½%.



Don't Order "Dry Colors"  
Order

"MUNRO'S Dry Colors"

REDS - GREENS - YELLOWS  
BLUES - PARIS GREEN

*Made in Canada by*

The Allan Munro Color Company, Limited, Montreal



**RAMSAY'S**

Superior Quality

**SHINGLE  
STAINS**



**We Say,** "Superior Quality," because Ramsay's Shingle Stains are the result of 75 years' experience in obtaining the best possible pigments and materials. They have been tested in actual use in various climates and have always been found uniformly satisfactory—unequalled for wearing quality and preservation of color.

**"By Actual Test—  
Ramsay's Stands Best"**

Mr. Dealer: Write us for full particulars regarding our complete lines of RAMSAY'S Paints, Stains, Varnishes, Water Colors, etc., etc. The line that kills "DISAPPOINTMENT" introduces SATISFACTION and makes every user of RAMSAY PAINTS happy.

**A. Ramsay & Son, Co.**

Established 1842

MONTREAL

TORONTO

VANCOUVER

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.80 per 100 lbs.; 5 lb. packages, \$6.60 per 100 lbs.

## BEESEWAX

Small quantities, per lb... 0 50  
Larger quantities, per lb... 0 45

## BLUE STONE

Montreal Toronto  
Per lb. .... 0 14 0 16  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 .... \$1 30  
Banana oil, gal. .... 3 75

## BRUSHES

Weighted, 15 lbs., doz.... \$16 13  
Weighted, 20 lbs., doz.... 18 50

## COATING

Cement Coating ..... \$2 55 2 40

## COLORS (DRY)

Raw Umber, 100 lb. keg. 5-12c  
Burnt Umber, 100 lbs. .... 5-12c  
Raw Sienna, 100 lb. kegs. 5-12c  
Burnt Sienna, 100 lb. kegs. 5-12c  
Imp. green, 100 lb. kegs. .... 0 22  
Chrome green, pure ..... 0 35  
Chrome yellow ..... 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. .... 0 12  
Indian red, No. 1, 100 lb. k. 0 05  
Venetian red, best bright. 0 04  
Venetian red, No. 1 ..... 0 02  
Drop black, pure dry ..... 0 25  
Golden ochre, 100 lb. kegs. 0 06  
White ochre, 100 lb. kegs. 0 03  
White ochre, barrels ..... 0 02½  
Yellow ochre, barrels ..... 0 02  
Spruce ochre, 100 lb. kegs. 0 03½  
Canadian red oxide, bbls. 0 01½  
Super magnetic red ..... 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure ..... 0 13  
Indian red ..... 0 18  
Chrome yellow, pure ..... 30-35  
Golden ochre, pure ..... 0 18  
French spruce ochre, pure 0 15  
Chrome green, pure ..... 15-22  
French permanent green, pure ..... 0 20  
Signwriters' black, pure. 0 24  
Marine black, 25-lb. irons 0 07  
Lampblack ..... 0 21

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel ..... 4 50  
Anchor Floorlustrer ..... 2 10  
O.P.W. Sunshine White ..... 4 10  
Old Dutch Enamel ..... 4 00  
Jas-per-lac floor enamel. 1 90  
Jas-per-lac art enamel ..... 3 10  
Martin's Enamel ..... 4 25  
Mooramel ..... 4 35

## FILLER

Luxberry Enamel ..... \$5 00  
Screen Enamel, BB ..... 1 65

## FORMALDEHYDE

Demi-Johns, 50 lbs. .... 0 15½  
\$1.10 for demi-John extra.

## GLUE

Per lb.  
French medal ..... 0 20  
English common sheet ..... 0 25  
English prima ..... 0 23½  
White pig-foot ..... 0 23½  
Perfection amber, ground, No. 1230 ..... 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags ..... 0 35  
Gelatin, 112 lb. bags ..... 0 45  
Ground glues, 112 lb. bags—  
No. 1 ..... 0 20  
Extra ..... 0 18  
Dreadnought, lb. .... 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	.....		\$7 80	\$11 90
26 to 34	.....	8 15	12 85	
35 to 40	.....	8 50	13 60	
41 to 50	.....	11 75	15 50	
51 to 60	.....	12 25	15 85	
61 to 70	.....	13 10	16 80	
71 to 80	.....	14 75	18 35	
81 to 90	.....	22 75		
91 to 94	.....	24 35		
95 to 100	.....	25 00		
101 to 105	.....	29 00		

106 to 110 ..... 37 00  
Discount, 25 per cent.; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price

United	Star	Diamond
Inches		
Up to 25	..... \$7 80	\$11 90
26 to 34	..... 8 15	12 85
35 to 40	..... 8 50	13 60
41 to 50	..... 11 75	15 50
51 to 60	..... 12 25	15 85
61 to 70	..... 13 10	16 80
71 to 80	..... 14 75	18 35
81 to 85	..... 22 35	
86 to 90	..... 24 35	
91 to 95	..... 25 00	
96 to 101	..... 29 00	
101 to 105	..... 32 00	
106 to 110	..... 37 00	

Discount, 25 and 5 per cent.

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off list, delivered.  
F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots  
Montreal Toronto

"Anchor Pure"	..... \$13 30	\$13 45
O.P.W. Decorators' Pure	..... 13 30	13 45
Crown and Anchor	..... 13 30	13 45
Crown Diamond	..... 13 30	12 45
Pure	..... 13 30	12 45
Elephant Genuine	..... 13 30	13 75
Green Seal	..... 13 30	13 45
Moore's Pure White Lead	..... 13 30	13 45
O.P.W. Decorators' Pure	..... 13 30	13 45
O.P.W. English	..... 12 75	13 70
Painters' Perfect	..... 12 85	13 00
Ramsay's Pure	..... 13 30	13 45
Lead	..... 13 30	13 45
Tiger Pure	..... 13 30	13 45

Less than ton lots, 30c per cwt. higher  
Brandram's B.B. Genuine, \$15 Montreal and \$15.15 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$17 less than ton lots. Ton lots less 5 p.c.

## LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. 13 50 13 50  
Genuine, 100-pound casks, per cwt. 13 87½ 13 87½

Less quantity ..... 0 13

## LEAD ARSENATE OF

Per 100 lbs. Dry Paste  
1-lb. bottles ..... \$35 00 \$21 00  
2-lb. bottles ..... 18 00  
5-lb. bottles ..... 31 00 14 00  
10-lb. bottles ..... 29 00

25-lb. irons ..... 25 50 13 00  
50-lb. irons ..... 12 50  
100-lb. irons ..... 24 00 11 75  
200-lb. irons ..... 11 60  
Barrels ..... 11 00

F.o.b. Toronto, Montreal and Hamilton.

## MURESCO

Tints in 5 lb. packages, per 100 lbs., \$5.40

## LINSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "English" white	..... 2 65
"English," ordinary colors	..... 2 50
Benjamin Moore's "Egyptian" Brand	..... 1 80
Canada Paint Co.'s Pure	..... 2 65
Crown Diamond	..... 2 35
Crown Diamond, floor	..... 2 00
Elephant	..... 2 35
Frescotone, white	..... 2 50
Frescotone, colors	..... 2 40

Jamieson's Crown and Anchor ..... 2 00  
Jamieson's Island City ..... 2 05  
Martin-Senour 100% Pure ..... 2 50  
Minerva, white ..... 2 55  
Minerva, ordinary colors ..... 2 40  
Moore House Colors ..... 2 10  
O.P.W. Canada Brand, Pure ..... 2 20  
O.P.W. Canada Brand, Floor ..... 2 10  
O.P.W. Canada Brand, Flat Wall ..... 2 10  
Ramsay's Pure ..... 2 30  
Ramsay's Thistle ..... 1 70  
Stephens' House Paint, (Wpg.) ..... 2 55  
Stephen's Floor Paint (Wpg.) ..... 2 25  
Senour's Floor Paint ..... 2 20  
Senour's Porch Paint ..... 2 50  
Sherwin-Williams ..... 2 50  
Flat tone ..... 2 40

PARIS GREEN	Mun- ro's	C.P. Co.	Ber- gers
600-lb. bbls.	..... 42¼	38¼	39¼
250-lb. kegs	..... 43	39	39¼
100-lb. drums	..... 44	40	40¼
50-lb. drums	..... 44	40	40¼
25-lb. drums	..... 44¼	40¼	41
1-lb. 100s, pkgs.	..... 46¼	42¼	43
½-lb. 100s	..... 48¼	44¼	45
1-lb. 100s, tins.	..... 47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. .... \$2.25-\$2.50

## PRIMER

Luxberry Primer ..... 2 25

## PASTE WOOD FILLER

	Pound
1 lb. cans	..... 0 11
2 lb. cans	..... 0 11
5 lb. cans	..... 0 09
10 lb. cans	..... 0 08½
25 lb. cans	..... 0 08
100 lb. kegs	..... 0 07
½ Barrels	..... 0 06½
Barrels	..... 0 06

## PUTTY

	Standard	Montreal Toronto
Bulk, in casks	..... 2 70	2 80
Bulk, 100-lb. drums	..... 2 90	3 00
Bulk, 25-lb. drums	..... 3 00	3 10
Bladders, in bbls.	..... 3 30	3 40

Pure Putty, 70c cwt. advance

## SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. .... 0 65  
Pint tins, per doz. .... 1 10  
London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	..... 2 10
Cumoff	..... 2 10
Dreadnought, gal.	..... 2 75
O.P.W. Presto	..... 2 25
Lingerwett	..... 2 65

## TURPENTINE

	Montreal Toronto
See weekly report for prices.	

## SLATING

Liquid Slating, B.B. .... Gal. \$ 3 00

## STAINS

	Gal.
Oil and Spirit, Berry Bros.	..... \$2 73
Water Stains, Berry Bros.	..... 1 05
Berrycraft, stain finish	..... 2 80
Creo-lac	..... 0 85
C.P. Oil Stains	..... 1 98
Sun Varnish Stains	..... 2 20

## VARNISHES

	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	..... 1 90
Copaline Varnish	..... 2 50
C. P. Co.'s Sun Varnish	..... 2 50
Depend on Light Hard Oil Finish	..... 1 70
Dulcigloss	..... 3 00
"Dreadnought" floor varnish	..... 2 30
"Dreadnought" spar varnish	..... 2 30
"Dreadnought" Varnish	..... 2 65
"Dreadnought" varnish (gloss)	..... 1 90

## "Dreadnought" varnish

(eggshell) ..... 1 90

"Dreadnought" hard oil finish ..... 1 20

"Dreadnought" interior varnish ..... 1 20

"Dreadnought" terebene dryer ..... 1 60

"Dreadnought" bronzing liquid ..... 1 05

Elastic Interior ..... 1 40

Elastic Exterior ..... 1 55

Elastic Excello ..... 2 00

Everlastic (Floor) ..... 2 55

Elastilite ..... 2 25

"Flint-Lac" coach ..... 1 30

Flatline Floor Finish ..... 3 00

Gold sized Japan ..... 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kyanize floor finish 3 50

Kyanize cabinet rubbing 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxberry light 2 60

Luxberry spar 4 10

Luxberry exterior 4 50

Marble-ite 2 30

Mar-Not 2 70

Martin-Senour finest Inter. 2 60

Martin-Senour Wood-Var 2 80

Maritime spar varnish 4 00

No. 1 Furniture Varnish 1 25

Pure White Shellac 2 40

Pure Orange Shellac 2 25

Sherwin-Williams "Kopal" Varnish 2 75

Stove-Pipe Varnish, ½ pints, gross 9 00

Sun Waterproof Floor Finish 2 75

Sun-Spar Varnish 4 00

## WATER PAINTS

Opalite, 300 lb. bbls. .... 0 12

Opalite, 100 lb. kegs ..... 0 12½

1 gal. package, per pkg. .... 0 65

½ gal. package, per pkg. .... 0 35

Coralite, 5-lb. pkgs. .... 0 04½

## WASTE (POLISHING)

Cream ..... 0 17½

## WASTE, WHITE WIPING

XXX Extra ..... 0 16

X Grand ..... 0 15

XLGR ..... 0 14

X Empire ..... 0 13

X Press ..... 0 12

## WASTE, COLORED WIPING

Fancy ..... 0 11¼

Lion ..... 0 10¼

Standard ..... 0 09¼

Popular ..... 0 08¼

Keen ..... 0 07¼

## WASTE, WOOL PACKING

Arrow ..... 20

Axle ..... 16

Anvil ..... 12

Anchor ..... 10



# If You Want Repeat Orders

*Sell Your Customers*

## Dougall Varnish—

The line is complete. There is a Dougall Varnish for every purpose and for every condition. Each one is guaranteed to give entire satisfaction. Investigate the line, it will be a good move on your part and will lead to bigger business and better profits.

### The Dougall Varnish Co., Limited

305 MANUFACTURERS STREET

MONTREAL

RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

### THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

### BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$15.25;  
chilled, \$16.75; buckshot, \$16.05;  
ball, \$16.45.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½c per lb.; clip horn, 15½c.  
Norris, 41 to 56 lbs., 15c; 57 to  
70 lbs., 13½c; 71 to 83 lbs., 12½c;  
84 lbs. and over, 12c.

## AXES

H. B., 1 lb., \$7 per doz.; 1½  
lbs., \$7.40; 2 lbs., \$7.75; 2½ lbs.,  
\$8.50; 3 lbs., \$8.75; 3½ lbs. and 4  
lbs., \$9.50; H. B. Handled Axes, 2  
lb., \$10; 2½ lb., \$10.75; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.50;  
lb. and 4 lb., \$11.75; Black Prince  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$20.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12c.

## BUILDING PAPER

Tarred, 75c to \$1.20 per roll,  
according to quality; plain, 55c  
to \$1.05.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½c; ¾,  
6½c; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVES, MALL.** 8½c per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½c.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Eavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 33 1-3; Imperial, 50.  
2½; Premier, 33 1-3; Colonial, 50.  
2½; white, 60. 7½; diamond,  
33 1-3; pearl, 50. 2½ per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.

**FILES.** Nicholson's 57½ p.c.

## GASOLINE

Printers' naphtha, bbls., 33c  
per gal.

## GALVANIZED WARE.

10% advance on net list, except  
heavy tubs and heavy pails,  
which are net list.

## GLASS, WINDOW Single Double

Up to 25 in. ....	6 75	10 25
26 to 40 .....	7 50	11 75
41 to 50 .....	10 00	13 25
51 to 60 .....	10 50	14 00
61 to 70 .....	11 25	14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and Strap, 35 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOB.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90.

**IRON GALVANIZED** "Fleur  
Premier de Lis"

10% oz. or 28 Eng...	7 25	7 25
28 Am. or 26 Eng...	7 00	7 00
26 Am. or 26 spec...	6 70	6 70
24 .....	6 30	6 30
22 .....	6 20	6 20
18 and 20 .....	6 00	6 00
16 Am. ....	5 85	5 85
14 Am. ....	5 85	5 85

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½c per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain .....	8 25
No. 20, X-ray .....	12 00
No. 22, Dash-board .....	10 75
Trullie, short globe, doz...	8 25

**LEAD PIPE,** \$13.40.

**LEAD WASTE,** \$14.40.

## LINSEED OIL

Raw, per gal., \$1; boiled, per  
gal., \$1.03.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.

**NETTING.** Poultry, 40 per cent.  
Banner Netting, 24 in., \$2.65;  
36 in., \$3.35; 48 in., \$3.90; 60 in.,  
\$4.65; 72 in., \$5.35.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

	Gal-
½ gal., dome top....	\$2 75
1 gal., dome top ....	3 32

2 gal., dome top ....	5 17	9 35
5 gal., dome top ....	8 24	14 85

## OILS

Silver Star oil, 16½c gal.;  
Royalite oil, 17c gal.; Palatine  
oil, 20½c gal.; Capital Cylinder,  
56c gal.; Standard gas engine  
oil, 43c; Polarine oil, 60c gal.;  
Prairie Harvester oil, 40c gal.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermillion, 20c; Eng-  
lish vermillion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½c; English purple oxide, in  
casks, 3½c; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ in., \$6.25; ½ in., \$6.20; ¾  
in., \$6.75; 1 in., \$8.45; 1 1/8 in.,  
\$12.50; 1½ in., \$16; 1¾ in., \$20.25;  
2 in., \$27.20; 2½ in., \$43.05; 3 in.,  
\$56.30.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1½,  
\$10.90; 1¾, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER, Paris,** per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb; less, 46½c lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.75; 8  
inch, \$5; full polish, 6-7 inch,  
\$5.75; 8 inch, \$6; Black sheets,  
\$4.90; 8 inch, \$5.15; Black sheets  
— 28, \$5; 26, \$4.85; 18-24, \$4.75;  
16, \$5.35; 14, \$5.25; 12, \$5.35; 10,  
\$5.25.

**PLOW SHARES.** 10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PURTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1¼-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assotter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½c base; pure Manila,  
24c base; British Manila, 19c  
base; lath yarn, 16½c base; Afri-  
can hemp, 19c base; cotton rope,  
30c.

Tarred Marline Hanks, per  
lb., 31c.

**SASH BALANCES** (Caldwell.)  
33-1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
turv, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

**SHEET ZINC.** Any lots, 30c.

Black Steel Sheets

10 gauge .....	5 00
12 gauge .....	5 10

14 gauge .....	5 00
16 gauge .....	5 10
17-24 gauge .....	4 50
26 gauge .....	4 60
28 gauge .....	4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$1.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$3.90 at  
Fort William, \$4.30 Winnipeg;  
galvanized staples, \$4.70 Fort  
William; \$5.10 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; barrow,  
\$3.25 base; east, octagon tool  
steel, 10½c base; square tool,  
11½c base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; 1 in., \$4.25; 1 1/8 in., \$4; 1½  
in., \$4; 1¾ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 75% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... \$13 50  
20 x 28 I.X. .... 15 00  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,  
\$7.50 each; over 45 lbs., 18c lb.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

Decorators' pure, ten lots,  
\$14.05; less than ten lots, \$14.35.

## WIRE, BARB

Lyman 4-point, \$3.40 f.o.b. Ft.  
William, \$3.65 Winnipeg; Glidden  
Cattle, 2 pt., \$3.25 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.20 Ft. William, \$3.45 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Rale ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.  
Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0-9, \$4.65; 10, \$4.71; 11, \$4.77;  
12, \$4.85; 13, \$4.80; 14, \$4.90; 15,  
\$5; 16, \$5.20.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$41 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





# BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

## Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

Medium steel, Plain Round and Square, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

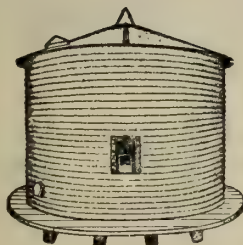
SEND FOR MONTHLY STOCK LIST.

**Manitoba Bridge & Iron Works,**  
WINNIPEG MANITOBA LIMITED



## Farm Specialties are Seasonable and Profitable

Right now your customers are enquiring about these very things. This business is waiting for you to make good your claims to it.



### PORTABLE CORRUGATED GRANARIES

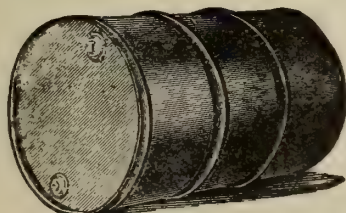
The kind that have been proved by service in the field. This Granary will do in the field all that you claim for it and prove a profitable investment to your customers.

### STOCK TROUGHS

Round End and Circular



The construction of this trough appeals to prospective buyers. Display one of these troughs and you will find an increasing trade develop.



### WELDED STEEL BARRELS

Shipping—Storage—Half

You can sell the barrels and work up a nice trade in the Oils with repeat orders.

*This is the season for these lines. Show the goods and you will get the orders.  
Send for full information.*

**WINNIPEG CEILING & ROOFING CO., Limited**

P.O. Box 3006

The only Western Canadian makers of a complete line of Sheet Metal Goods

WINNIPEG, MAN.

*If interested, tear out this page and keep with letters to be answered.*





# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

**SEYMOUR SHEARS**  
have been the Standard for over eighty years

TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS

BARBER SHEARS  
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York  
A. MacFARLANE & CO., Montreal  
Canadian Agents.

**Trulite** The Original Short Globe Lantern.  
Made only by  
**Ontario Lantern & Lamp Co., Limited**  
HAMILTON, CANADA

**BEAR BRAND LAMP BLACKS**  
A Germantown of quality that gets big business  
**WILCKES, MARTIN, WILCKES CO.**  
135 WILLIAM ST. NEW YORK

**K** Bath Room Fittings and Auto Accessories are guaranteed.  
**KINZINGER, BRUCE & CO., LTD.**  
Niagara Falls, Canada

**"CONDOR"**  
—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write  
**The Basters, Jackson Co.**  
22 College Street, TORONTO

**"BEST'S" No. 21 WEATHER STRIP**  
Double Felt and Zinc.  
Write for Samples and Prices  
**Best Weather Strip Co., Ltd.**  
Hamilton, Ont.

**OWL BABBITT METAL**  
With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c lb.

Write for discount to trade.  
**THE OWL METAL CO. LTD.**  
Winnipeg

**This may be your chance**  
An excellent opportunity may be awaiting you. Look at the Want Ad. page of this week's Hardware and Metal and see if it is mentioned there

**CROP PROSPECTS**  
Every business man is intensely interested in crop prospects in various parts of Canada. Your decision in many important business transactions during the next few months will hinge on the outlook for a big crop. The Financial Post has secured the services of F. M. Chapman, Editor of Farmer's Magazine, to give each week, on the front page of The Post, a general review of crop conditions in various parts of Canada. We are endeavoring to make this the most reliable and up-to-date review of crop situation published in Canada. The Financial Post is issued every Friday. Subscription price \$3.00 per year. \$1.50 for six months. Sample copy sent on request.

**THE FINANCIAL POST OF CANADA**  
Published by  
**THE MACLEAN PUBLISHING CO., LTD.**  
143-153 University Avenue, TORONTO

**You Sell Something to Somebody**  
AND to that somebody you must make known — by advertising — what you sell, why it is good, and so on. Also, you must have a medium—a publication read by your customers or should-be customers. All this you consent to without demur. What may perplex you a little is the Medium to employ. This should not be a puzzle if your product or commodity is one purchased by the general public, and if your constituency of buyers is found everywhere in Canada. The one medium of quality and of national circulation is

**MACLEAN'S MAGAZINE**  
You can find no substitute for it at a lower cost, and none that will carry your proposals or announcement with greater acceptability. The conclusion is plain.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by  
**The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto**



# CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

**BAR IRON and STEEL:** Rounds, Squares and Flats.

ALSO

**Twisted Steel Bars for Reinforcing**

SELLING AGENTS:

**CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL**

C. J. SHURLY  
President

R. F. SHURLY  
Vice-President

FRED. SHURLY  
Gen. Manager and Treas.

H. W. BRYNE  
Gen. Superintendent

M. M. PARKS  
Secretary



**Your number of sales is governed by the quality of the  
line you supply**

"Forest King" quality has set a new high standard in saw service. Selling it means giving your customer a satisfaction that will attract them to your store for their future requirements.

WRITE FOR FULL PARTICULARS

**R. H. SMITH COMPANY, LIMITED**  
Est. 1855

**ST. CATHARINES, ONT.**

**W**HEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.

*If interested, tear out this page and keep with letters to be answered.*



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite  
Prices Rite



Quick  
Service

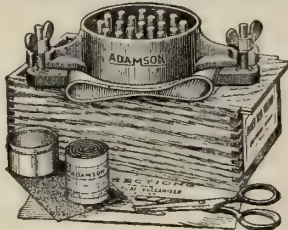
NORTHERN BOLT & SCREW  
CO., LIMITED, Owen Sound, Ont.

## ADAMSON VULCANIZERS

The only vulcanizers made in Canada

Embody an exclusive principle of operation—no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. No danger of burning or ruining the tires as with other vulcanizers. Saves 90% of "tire troubles" and doubles the life of the tires.

THE SPEED AND THOROUGHNESS OF ITS WORK MAKES BIG DEMAND. AND EVERY SALE NETS YOU A HANDSOME PROFIT.

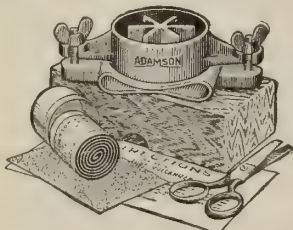


MODEL "T"—FOR INNER TUBES ONLY.

No cement is used, the Adamson Repair Gum is placed on the tube according to directions. The vulcanizer is applied by simply clamping it centrally over the repair gum and tube as illustrated.

To vulcanize the repair, one ounce of gasoline into the vulcanizer and ignite.

IT'S QUICK.



MODEL "M"—ESPECIALLY ADAPTED FOR REPAIRING MOTORCYCLE, BICYCLE, FORD AND CYCLE CAR TUBES.

This vulcanizer operates the same as Model "T" but is smaller.

It is designed for repairing 3 1/2 in. tubes and under.

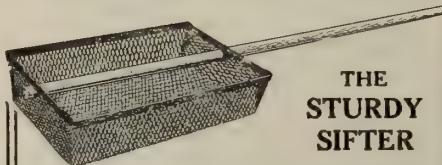
IT'S QUICK.

Same discounts, same list prices as in U.S.

**ADAMSON MFG. CO.**  
67 Bay St. North, Hamilton, Ont.

## STENCIL INKS

Drop a card for prices and particulars  
HAMILTON STAMP & STENCIL WORKS, LTD.  
HAMILTON, ONT.



THE  
STURDY  
SIFTER

The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by

**THE COLLINS MFG. CO.**  
415 Symington Avenue, - Toronto



## FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

**F.W. LAMPLOUGH & CO.**  
Unity Bldg., Montreal



## Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

**James Bros. Foundry**  
PERTH, ONT.

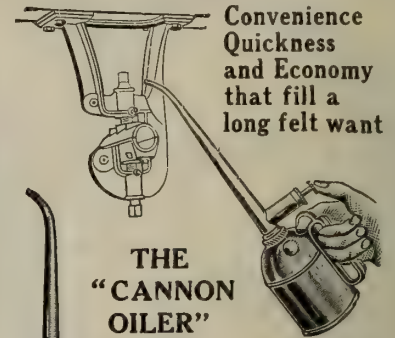
**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**



Convenience  
Quickness  
and Economy  
that fill a  
long felt want

THE  
"CANNON  
OILER"

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

**R. E. BLOOMER**  
KEITHSBURG, ILL.

**The PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

**Live Agents Wanted**  
**Safety Razor Blades**  
**Sharpened**

I have the best machine on the market. Each blade is sharpened by hand and not by an automatic machine. Gillette blades made as good as new. Durham-Duplex, Ever-Ready, Gem and other blades the same.

**H. M. Ford**

284 Beaver Hall Hill  
MONTREAL, QUE.

Write for  
commissions

Phone Uptown  
6807

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



<p>Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.</p>	<p><b>LET US QUOTE YOU</b></p>	<p><b>IRON AND STEEL HARDWARE TOOLS</b></p> <p><b>WILKINSON AND KOMPASS</b></p> <p>TORONTO HAMILTON WINNIPEG</p>	<p><b>WE SHIP PROMPTLY</b></p>	<p>Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.</p>
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## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

**THE PROGRESSIVE MANUFACTURING CO.**

Torrington, Conn., U.S.A.

**THE BEST BRAND**

## WAGON AND CARRIAGE WOODS

BAR IRON AND STEEL—HORSE SHOES, NAILS AND CALKS

BLACKSMITH SUPPLIES

IMPLEMENT REPAIRS—CRESCENT PLOWSHARES

**D. ACKLAND & SON, LIMITED**

Winnipeg, Calgary



# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

## Every Day Is Pay Day

**T**HAT'S right—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you are and are willing to exchange your spare time, representing our publications, we will show you how that same spare time, properly used, will produce for you as much cash as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

**The MacLean Publishing Co.**  
LIMITED

143-153 University Avenue, Toronto, Ont.

## Pumps that Carry Good-Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal —  
hand-fitted valves —  
air-tight — strong —  
lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



WRITE

**The R. McDougall Co.,**  
LIMITED  
GALT, CANADA

*If interested, tear out this page and keep with letters to be answered.*



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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

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Carborundum Co., Niagara Falls, N.Y.

## Aluminum

British Aluminium Co., Toronto.

## Aluminum Solder

British Aluminium Co., Toronto.  
Canada Metal Co., Ltd., Toronto, Ont.

## Aluminum Ware

The Thos. Davidson Mfg. Co., Ltd., Montreal.  
Mecca Specialties Co., Ltd., Toronto.

## Aluminum, Alloy, Ingot, Sheet, Wire

British Aluminium Co., Toronto.

## Ammunition

Dominion Cartridge Co., Montreal.  
Dupont Powder Co., Wilmington, Del.  
Remington Arms Union Metallic Cartridge Co., Windsor.

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Oneida Community, Niagara Falls, Ont.

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Roofers Supply Co., Ltd., Toronto.

## Asbestos Pipe Coverings

Canadian H. W. Johns-Manville Co., Ltd., Toronto.

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The Thos. Davidson Mfg. Co., Ltd., Montreal.  
J. Samuels, Toronto.

## Asphalt Shingles

Bird & Son, Hamilton.

## Auger Bits

Russell Jennings Mfg. Co., St. Catharines.

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Wedge Craft Shops, Sheboygan, Mich.  
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Hyslop Bros., Ltd., Toronto.  
Richards-Wilcox Co., Ltd., London, Ont.  
Kinzinger, Bruce & Co., Niagara Falls, Ont.  
The Stanley Wks., New Britain, Conn.  
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Triment Mfg. Co., Roxbury, Mass.

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## Axles

B. J. Coghlin, Montreal.

## Babbitt Metal

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Hoyt Metal Co., Toronto.  
Owl Metal Co., Winnipeg.  
Tallman Brass & Metal Co., Hamilton.

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Marble Arms & Mfg. Co., Gladstone, Mich.

## Bale-Ties

Frost Steel & Wire Co., Ltd., Hamilton.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
The Stanley Works, New Britain.  
The Steel Co. of Canada, Ltd., Hamilton.

## Bar Clamps

National Machinery & Supply Co., Ltd., Hamilton.

## Bar Iron

Canadian Tube & Iron Co., Montreal.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills Co., London.

## Bar Iron and Steel

Dominion Iron & Steel Co., Ltd., Sydney.

## Barn Door Hangers

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Canada Steel Goods Co., Hamilton.  
Cushman Motor Wks., Ltd., Winnipeg.  
Richards-Wilcox Co., Ltd., London, Ont.

## Barn Equipment

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Winnipeg, Man.  
Cushman Motor Wks., Ltd., Winnipeg.

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Landers, Frary & Clark, New Britain.

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Interstate Electric Novelty Co.  
Mainer Electric Co., Ltd., Winnipeg.  
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Gutta Percha & Rubber Mfg. Co., Toronto.  
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The Maytag Co., Ltd., Winnipeg.

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Progressive Mfg. Co., Torrington, Conn.  
Russell, Jennings Mfg. Co., St. Catharines.

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Clare Bros. & Co., Ltd., Preston, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.  
London Bolt & Hinge Wks., London.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.  
Northern Bolt & Screw Co., Owen Sound, Ont.  
The Stanley Works, New Britain, Conn.  
The Steel Co. of Canada, Ltd., Hamilton.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Openers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Scrapers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

## Box Strapping

The Stanley Works, New Britain, Conn.

## Box Hinges and Locks

The Stanley Works, New Britain, Conn.

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Goodell-Pratt Co., Greenfield, Mass.  
Miller's Falls Co., New York.  
Stanley Rule & Level Co., New Britain.

## Brackets, Shelf

Atlas Mfg. Co., New Haven, Conn.  
Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Brakes, Metal Working

Brown, Boggs Co., Hamilton.  
Steel Bending Brake Works, Chatham.

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Eley Bros., Ltd., London, Eng.  
Jas. Morrison Brass Mfg. Co., Toronto.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.  
Tallman Brass & Metal Co., Hamilton.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Landers, Frary & Clark, New Britain.

## Brooms

American Broom Works, St. Basile, Que.  
Roekch Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton, Ont.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
Walter Woods & Co., Hamilton, Ont.

## Brushes

American Broom Works, St. Basile, Que.  
Boeckh Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton, Ont.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.

## Builders' Tools and Supplies

Caverhill, Learmont & Co., Montreal.  
The Dennis Wire & Iron Works, London, Ont.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Hamilton.  
North Bros. Mfg. Co., Philadelphia.  
Richards-Wilcox Canadian Co., Ltd., London, Ont.  
Stanley Rule & Level Co., New Britain.  
The L. S. Starrett Co., Athol, Mass.

## Builders' Hardware

Canada Steel Goods Co., Ltd., Hamilton.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Goodell-Pratt Co., Greenfield, Mass.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Hamilton.  
Richards-Wilcox Canadian Co., Ltd., London, Ont.  
The Stanley Works, New Britain, Conn.  
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

## Building Paper

Bird & Son, Hamilton.  
Roofers Supply Co., Ltd., Toronto.

## Buildings, Portable

Pedlar People, Ltd., Oshawa.

## Burlap

G. F. Stephens & Co., Winnipeg.

## Burns

Parmenter & Bulloch Co., Gananoque.  
The Stanley Works, New Britain, Conn.  
The Steel Co. of Canada, Hamilton.

## Butter Workers and Boxes

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

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Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Butts and Hinges

Canada Steel Goods Co., Hamilton.  
The Stanley Works, New Britain, Conn.

## Butts, Spring

Chicago Spring Butt Co., Chicago.

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L. S. Starrett Co., Athol, Mass.

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J. Pickles, Winnipeg.

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Dominion Sheet Metal Co., Hamilton.  
A. C. Leslie Co., Montreal.  
Roofers Supply Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

## Carpet Sweepers

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

## Cartridges

Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

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McCaskey Systems, Ltd., Toronto.

## Casseroles

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Landers, Frary & Clark, New Britain, Conn.

## Cattle and Trace Chains

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Ceilings, Metal

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Winnipeg Ceiling & Roofing Co., Winnipeg.

## Cement, Liquid

Can. H. W. Johns-Manville Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

## Chamois, Sponges

Universal Sales Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.  
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Greening, B., Wire Co., Hamilton.  
The Andrew B. Hendryx Co., New Haven, Conn.  
McKinnon Chain Co., St. Catharines.

## Chain, Trace, Logging, Halter, Dog Leads, Agricultural

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.

## Chains

B. J. Coghlin, Montreal.  
Greening, B., Wire Co., Hamilton.  
The Andrew B. Hendryx Co., New Haven, Conn.  
McKinnon Chain Co., St. Catharines.

## Chisels

Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield, Mass.  
Stanley Rule & Level Co., N. Britain.

## Churns, Hand Power

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cummer-Dowswell, Ltd., Hamilton.

## Clamps, Rack

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

## Clippers, All Kinds

American Shearer Mfg. Co., Nashua, Crescent Mfg. Co., New York, N.Y.

## Clocks

The Western Clock Co., La Salle, Ill.

## Clothes Pins

Wm. Cane & Sons Co., Newmarket.  
Meakins & Sons, Hamilton.  
Walter Woods & Co., Hamilton.

## Clothes Driers

Cummer-Dowswell, Ltd., Hamilton.  
McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford, Ont.

## Clothes Line

R. Bird & Co., Crewkerne, Eng.  
Hamilton Cotton Co., Hamilton, Ont.

## Clothes Reels

Cummer-Dowswell, Ltd., Hamilton.

## Clothes Wringers

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cummer-Dowswell Co., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Walter Woods & Co., Hamilton.

## Coal Chutes

The Dennis Wire & Iron Works, London, Ont.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

## Coffee Percolators

Landers, Frary & Clark, New Britain.

## Colors, Dry

W. B. Bate & Co., Toronto.  
Canada Paint Co., Montreal.  
Allan Munro Color Co., Montreal.  
The Ottawa Paint Works, Toronto.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Ltd., Montreal.  
G. F. Stephens & Co., Winnipeg.



# TARRED FELT

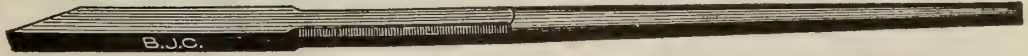
**SPECIFY  
DOMINION BRAND**

**J. H. McCOMB, LIMITED**

Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

**MONTREAL**

## CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL**

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

All leading Jobbers stock  
them.

*Write for prices.*

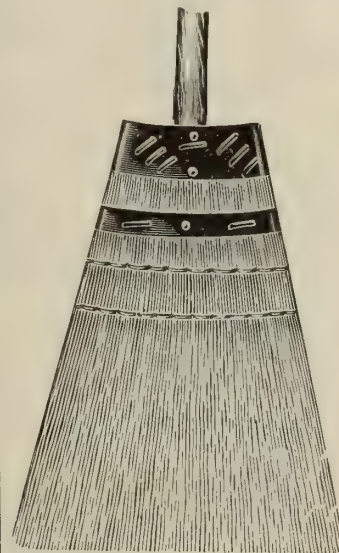
**J. H. Still Mfg. Co.**  
**ST. THOMAS, ONT.**

## A New Member of the KEYSTONE LINE



**STAPLED METAL CASE BROOMS**  
Patented

The installation of special machinery enables us to offer the trade the best and strongest broom for heavy sweeping. It is fully up to keystone quality and is made in



## Eight Styles

eminently suited for use in factories, railways and foundries, and wherever a broom is required that will not break or cut at the shoulder.

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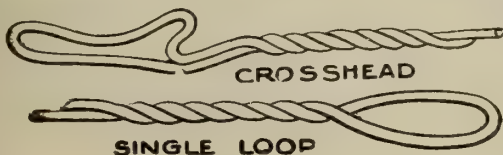
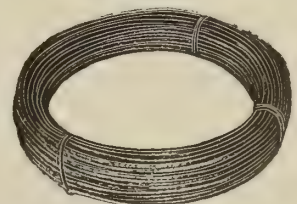
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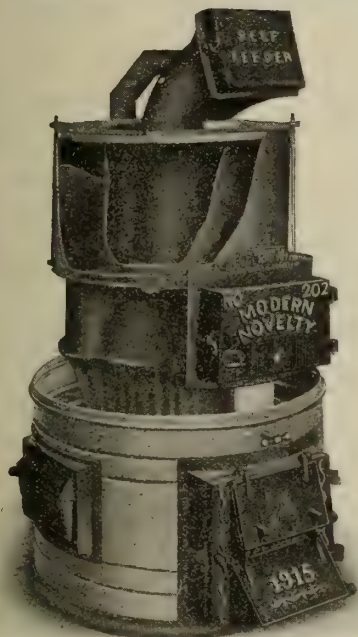
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The Steel Co. of Canada, Ltd., Hamilton.

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Pedlar People, Ltd., Oshawa.  
Roofers Supply Co., Ltd., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Polish, Emery Cloth, etc.**

Continental Oil Co., Winnipeg.  
Oakley, John & Sons, London, Eng.

**Metal Windows and Doors**

Metallic Roofing Co., Toronto and  
Winnipeg.  
Pedlar People, Ltd., Oshawa.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

**Micrometers**

Goodell-Pratt Co., Greenfield, Mass.  
L. S. Starrett Co., Athol, Mass.

**Mitre Boxes**

Millers Falls Co., Millers Falls, Mass.  
Stanley Rule & Level Co., New Britain, Conn.

**Morel Metal**

The International Nickel Co., New York, N.Y.

**Motorcycles**

Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

**Mop Wringers**

White Mop Wringer Co., Fultonville, N.Y.

**Nail Pullers**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Nails, Wire**

The British Aluminium Co., Ltd., London, Eng.

Dominion Iron & Steel Co., Sydney, N.S.

H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
Northern Bolt & Screw Co., Owen Sound, Ont.

Roofers Supply Co., Ltd., Toronto.  
The Steel Co. of Canada, Limited, Hamilton.

Parmenter & Bulloch Co., Gananoque.

**Nickel**

The International Nickel Co., New York, N.Y.

**Oils**

Brandram-Henderson, Ltd., Halifax, N. S.  
Continental Oil Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.  
A. Ramsay & Son, Montreal.

**Oilers**

Thos Davidson Mfg. Co., Montreal.

**Oil Cake**

Dominion Linseed Oil Co., Ltd., Montreal.

**Oil Stones**

Carborundum Co., Niagara Falls, N.Y.

**Oil Tanks and Pumps**

Darling Bros., Ltd., Montreal.  
Wayne Oil Tank & Pump Co., Woodstock, Ont.

**Ornamental Fences and Gates**  
Banwell-Hoxie Fence Co., Hamilton.  
Frost Steel & Wire Co., Ltd., Hamilton.

McGregor-Banwell Fence Co., Walkerville, Ont.

**Ornamental Iron and Wire**

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

**Packing**

Canadian Consolidated Rubber Co., Montreal.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

**Pails**

Wm. Cane & Sons Co., Newmarket.

**Paints, Oils, Varnishes**  
Berry Bros., Ltd., Walkerville, Ont.  
Brandram-Henderson, Montreal.

Canada Paint Co., Montreal.  
Dougall Varnish Co., Ltd., Montreal.

Imperial Varnish & Color Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.

Moore, Benjamin & Co., Toronto.  
Ottawa Paint Works, Ottawa, Ont.

Pratt & Lambert, Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.

G. F. Stephens & Co., Winnipeg.

**Paint and Varnish Remover**

Dougall Varnish Co., Ltd., Montreal.  
A. Ramsay & Son Co., Montreal.

**Paris Green**

Canada Paint Co., Montreal.  
Allan Munro Color Co., Ltd., Montreal.

**Pastv and Bread Boards**

Stratford Mfg. Co., Ltd., Stratford.

**Perforated Sheet Metals**

Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.

Greening, B., Wire Co., Hamilton.

**Pie Plates**

Mecca Specialties Co., Ltd., Toronto.

**Pig Iron**

The Steel Co. of Canada, Ltd., Hamilton.

A. C. Leslie & Co., Montreal.

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Trimont Mfg. Co., Roxbury, Mass.

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Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

Canadian Tube & Iron Co., Montreal.  
Hoyt Metal Co., Toronto.  
The Steel Co. of Canada, Ltd., Hamilton.

**Pine, Galvanized Cond.**  
Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Roofers Supply Co., Ltd., Toronto.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Pine Cutters**  
Trimont Mfg. Co., Roxbury, Mass.

**Plane Irons**  
Buck Bros., Milbury, Mass.

**Planes**  
National Machinery & Supply Co., Ltd., Hamilton.  
Stanley Rule & Level Co., New Britain, Conn.

**Pliers**  
Frank Mossberg Co., Attleboro, Mass.

**Plugs, Electricians'**  
Canadian Consolidated Rubber Co., Montreal.

**Post Hole Augers**  
Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg, Man.

**Poultry Netting**  
Greening, B., Wire Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.



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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion when Box Number is required. Each figure counts as one word.

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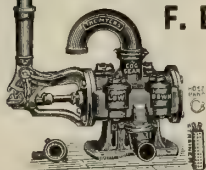
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The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

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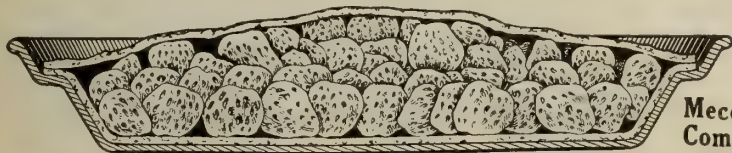
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OF THE HOUSEWIFE**

It eliminates boiling over, saves sugar, retains the juice and flavor.  
A wonderful worry and trouble saver.

Made in tin, enamel, and aluminum, two sizes in each.

Write for prices.



Patented in Canada, pending U.S.A.

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Exclusively  
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Company, Limited**  
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## Delta Files

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N.B.—The Delta is the only line of files from 3 to 24 inches long made absolutely of Crucible Steel, and is backed by a positive money-back guarantee.

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Cushman Motor Works, Winnipeg.  
Collins Mfg. Co., Toronto.

**Powder Aluminium**

The British Aluminium Co., Ltd.,  
London, Eng.

**Powders, Sporting, Black,  
Smokeless, Lesmok (Partly  
Smokeless)**

Du Pont Powder Co., Wilmington,  
Del.

**Pulleys**

Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg, Man.  
Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

The Maytag Co., Ltd., Winnipeg.

**Pump Valves**

Canadian Consolidated Rubber Co.  
Montreal.

Darling Bros., Ltd., Montreal.

**Pumps, Iron**

Aylmer Pump & Scale Co., Aylmer,  
Beatty Bros., Ltd., Fergus, Ont.,  
Winnipeg, Man.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Richmond Pump Co., Winnipeg.

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Aylmer, Ont.

Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.

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Brandram-Henderson Co., Montreal.

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

G. F. Stephens & Co., Winnipeg.

**Racks, Wire Cloth Display**

R. M. Bowser & Son, Renfrew, Pa.

**Ranges**

Clare Bros. & Co., Ltd., Preston, Ont.

Thos. Davidson Co., Montreal.

Findlay Bros., Carleton Place.

**Radiators**

Clare Bros. & Co., Ltd., Preston, Ont.

**Rat Traps**

Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

**Rasps**

Delta File Works, Philadelphia.

Henry Disston & Sons, Toronto.

**Razors**

Geneva Cutlery Co., Geneva, N.Y.

Jonathan Crookes & Son, Sheffield,  
Eng.

Jas. Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain,  
Conn.

Geo. Wolstenholm & Son, Sheffield,  
Eng.

**Razor Hones**

Carborundum Co., Niagara Falls, N.Y.

Geneva Cutlery Co., Geneva, N.Y.

**Reamers**

Butterfield & Co., Rock Island, Que.

Pratt & Whitney Co., Dundas, Ont.

Whitman & Barnes, St. Catharines.

**Red Lead**

Brandram-Henderson Co., Montreal.

**Registers**

The Thos. Davidson Mfg. Co., Ltd.,  
Montreal.

**Refrigerators**

The Thos. Davidson Mfg. Co., Ltd.,  
Montreal.

Sanderson-Harold Co., Ltd., Paris,  
Ont.

**Reinforcing Concrete**

Canada Wire & Iron Goods Co., Ham-  
ilton, Ont.

Dominion Iron & Steel Co., Sydney.

McGregor-Banwell Fence Co., Walk-  
erville, Ont.

Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

The Steel Co. of Canada, Ltd., Ham-  
ilton.

**Revolvers**

Colt's Patent Fire Arms Co., Hartford,  
Conn.

Johnson's, Iver, Arms & Cycle Wks.,  
Fitchburg, Mass.

**Rifles**

Marble Arms & Mfg. Co., Gladstone,  
Mich.

Remington-Arms U-M-C Co., Windsor.

Ross Rifle Co., Quebec.

**Rifle and Shotgun Sights**

Johnson's, Iver, Arms & Cycle Wks.,  
Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone,  
Mich.

**Rivets**

Manitoba Bridge & Iron Works, Ltd.,  
Winnipeg, Man.

Northern Bolt & Screw Co., Owen  
Sound, Ont.

Parmenter & Bulloch Co., Gananoque.

Steel Co. of Canada, Hamilton.

**Rockers, Shoofty**

McFarlane Ladder Works, Toronto.

**Roofing**

Bird & Son, Hamilton.

H. S. Howland, Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.

J. H. McComb, Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto.

Winnipeg.

Pedlar People, Lt., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

**Roofing Supplies**

Bird & Son, Hamilton.

Metallic Roofing Co., Toronto and  
Winnipeg, Man.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

**Runways, Electric**

Manitoba Bridge & Iron Works, Ltd.,  
Winnipeg, Man.

**Rules and Gauges**

Jas. Chesterman & Co., Ltd., Shef-  
field, England.

Lufkin Rule Co., Windsor.

L. S. Starrett Co., Athol, Mass.

**Rubber Cement**

Canadian Consolidated Rubber Co.,  
Montreal.

**Saws**

E. C. Atkins & Co., Hamilton.

Bridgeport Hardware Mfg. Co., Bridge-  
port, Conn.

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

**Saws, Cross-Cut**

E. C. Atkins & Co., Hamilton.

Aylmer Pump & Scale Co., Aylmer.

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

Victor Saw Works, Hamilton, Ont.

**Saws, Circular**

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

**Saws, Hand**

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

**Scales**

Aylmer Pump & Scale Co., Aylmer,  
Ont.

John Chatillon & Sons, New York,  
N.Y.

Landers, Frary & Clark, New Britain,  
Conn.

Walter Woods & Co., Hamilton.

**Screen Doors and Windows**

Sanderson, Harold Co., Paris, Ont.

**Screen Door Sets**

The Stanley Works, New Britain.

**Screw Plates**

Butterfield & Co., Rock Island, Que.

**Screw Drivers**

Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

National Machinery & Supply Co.,  
Ltd., Hamilton.

**Screw Driver Bits**

Buck Bros., Milbury, Mass.

**Screw Drivers, Pockets**

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port, Conn.

Marble Arms & Mfg. Co., Gladstone,  
Mich.

**Screws, Nuts, Bolts**

Northern Bolt & Screw Co., Owen  
Sound, Ont.

Steel Co. of Canada, Ltd., Hamilton.

**Screws, Wood**

Steel Co. of Canada, Ltd., Hamilton.

**Scythes, Stones**

The Carborundum Co., Niagara Falls,  
New York.

**Shears, Scissors**

Henry T. Seymour Shear Co., New  
York.

Acme Shear Co., Bridgeport, Conn.

Landers, Frary & Clark, New Britain.

Geo. Wolstenholm & Sons, Sheffield,  
Eng.

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Montreal.

Metallic Roofing Co., Ltd., Toronto.

Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

**Shelf Boxes**

Cameron & Campbell, Toronto.

**Shellac**

Berry Bros., Walkerville, Ont.

Dougall Varnish Co., Ltd., Montreal.

**Shelving, Steel Store**

The Dennis Wire & Iron Works  
London, Ont.

**Shock Absorbers**

Adamson Mfg. Co., Hamilton.

Richards-Wilcox Canadian Co., Lon-  
don, Ont.

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B. Greening Wire Co., Ltd., Hamil-  
ton.

Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

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Beatty Bros., Limited, Fergus, Ont.

Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

B. Greening Wire Co., Ltd.,  
Hamilton.

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Metallic Roofing Co., Ltd., Toronto

Winnipeg, Man.

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Canadian Wm. A. Rogers, Ltd., Tor-  
onto.

Oneida Community, Ltd., Oneida,  
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**Skylights**

Metallic Roofing Co., Ltd., Toronto

and Winnipeg.

Pedlar People, Oshawa, Ont.

Wheeler & Bain, Toronto.

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Winnipeg.

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port, Conn.

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Manitoba Bridge & Iron Works, Ltd.,  
Winnipeg, Man.

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Canada Metal Co., Ltd., Toronto.

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Interstate Electric Novelty Co., To-  
ronto.

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Lewis Bros., Ltd., Montreal.

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Mich.

St. Mary's Wood Specialty Co., St  
Mary's, Ont.

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Collins Mfg. Co., Toronto.

Eureka Planter Co., Woodstock.

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B. J. Coghlin, Montreal.

B. Greening Wire Co., Ltd., Ham-  
ilton.

**Spring Hinges, etc.**

Chicago Spring Butt Co., Chicago, Ill.

Wm. Newman & Sons, Ltd., Birming-  
ham, Eng.

**Stable Fitting Steel**

Beatty Bros., Ltd., Fergus, Ont.

The Dennis Wire & Iron Works,  
London, Ont.

**Stains, Shingle**

W. B. Bate & Co., Toronto.

Berry Bros., Walkerville, Ont.

Brandram-Henderson, Ltd., Halifax.

Can. H. W. Johns-Manville Co., Ltd.,  
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Canada Paint Co., Ltd., Montreal.

Dougall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

**Stains, Wood**

A. Ramsay & Son Co., Montreal.

Berry Bros., Walkerville, Ont.

Dougall Varnish Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

**Staples**

Frost Steel & Wire Co., Ltd., Ham-  
ilton.

The Stanley Works, New Britain.

Steel Co. of Canada, Ltd., Hamilton.

**Staple Pulleys**

Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

**Steel, Cold Rolled Strip**

The Stanley Works, New Britain.

**Steel Wire Hoops**

Dominion Iron & Steel Co., Ltd.,  
Sydney.

Steel Co. of Canada, Ltd., Hamilton.

Winnipeg, Man.

**Stencils**

Hamilton Stamp & Stencil Co., Ham-  
ilton, Ont.

**Stepladder Chairs**

McFarlane Ladder Works, Toronto.

Stratford Mfg. Co., Ltd., Stratford.

**Store Ladders**

F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

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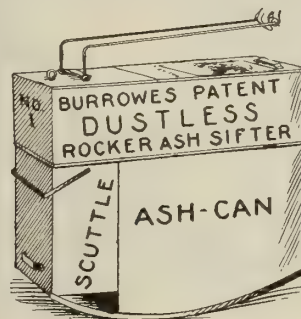
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Unequal for Hard-  
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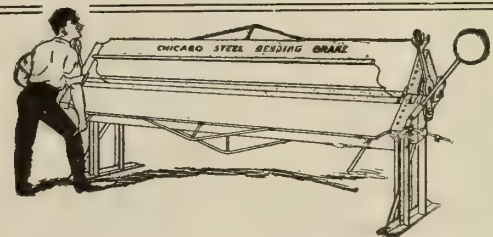
Shows the goods  
 to the best advan-  
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Saves time and  
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 and price list.



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MADE-IN-CANADA

Are the most economical, most accurate and have the  
 most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

**The Steel Bending Brake Works Ltd., Chatham, Ont.**

*If interested, tear out this page and keep with letters to be answered.*



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### Ventilators

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Metallic Roofing Co., Toronto and Winnipeg.  
Pedlar People, Oshawa, Ont.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg.

### Vises

National Machinery & Supply Co., Ltd., Hamilton.  
North Bros. Mfg. Co., Philadelphia.

### Vises, Oval Slide

National Machinery & Supply Co., Ltd., Hamilton.

### Vises, Pipe

National Machinery & Supply Co., Ltd., Hamilton.

### Vulcanizers

Adamson Mfg. Co., Hamilton.

### Wall Board

Bird & Son, Hamilton.

### Wall Scrapers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

### Wash Boards

Wm. Cane & Sons Co., Newmarket.  
Meakins & Sons, Hamilton.  
Walter Woods & Co., Hamilton.

### Washing Machines, Electric and Power

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Cummer-Dowdell, Ltd., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Nineteen Hundred Washer Co., Toronto.  
One Minute Mfg. Co., Toronto.

### Washing Machines, Hand

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Cummer-Dowdell, Ltd., Hamilton.  
Mainer Electric Co., Ltd., Winnipeg.  
The Maytag Co., Ltd., Winnipeg, Man.  
Nineteen Hundred Washer Co., Toronto.

### Wagon Jacks

Richards-Wilcox Canadian Co., London, Ont.

### Washers

London Rolling Mill Co., London, Ont.  
Steel Co. of Canada, Ltd., Hamilton.  
Wrought Washer Mfg. Co., Milwaukee.

### Waste Baskets

The Dennis Wire & Iron Works, London, Ont.

### Water Bowls for Animals

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

### Water Bowls

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

### Well Curbing

Pedlar People, Oshawa, Ont.  
Winnipeg Steel Granary & Culvert Co., Winnipeg.

### Whisks

American Broom Works, St. Basil.  
Boeckh Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Ltd., Port Elgin.  
Walter Woods & Co., Hamilton.

### White Lead

Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.

### Wholesale Hardware

Caverhill, Learmont & Co., Montreal.  
H. S. Howland, Son & Co., Montreal.  
Lewis Bros., Ltd., Montreal.

### Winches

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

### Window Guards

The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

### Wire

The British Aluminum Co., Ltd., London, Eng.  
Colonial Wire & Mfg. Co., Ltd., Montreal.  
Dominion Iron & Steel Co., Ltd., Sydney, C.E.  
Frost Steel & Wire Co., Ltd., Hamilton.  
B. Greening Wire Co., Hamilton.  
The Laidlaw Bale-Tie Co., Ltd., Hamilton.

Northern Bolt & Screw Co., Owen Sound, Ont.  
The Western Wire & Nail Co., Ltd., London, Ont.

### Wire Cloth Display Racks.

R. M. Bowser & Son, Renfrew, Pa.

### Wire Cutters

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

### Wire Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.  
McGregor-Banwell Fence Co., Walkerville, Ont.

### Wire Door Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire, Iron, Steel, Brass and Copper

Colonial Wire & Mfg. Co., Montreal.  
Dominion Iron & Steel Co., Ltd., Sydney.  
B. Greening Wire Co., Ltd., Hamilton.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.  
Western Wire & Nail Co., London.

### Wire Mats

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire, Bright Annealed

Frost Steel & Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.

### Wire Goods

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
McGregor-Banwell Fence Co., Walkerville, Ont.

### Wire Products

Canada Wire & Iron Goods Mfg. Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.  
Dominion Iron & Steel Co., Ltd., Sydney.

### Wire Rope

B. Greening Wire Co., Ltd., Hamilton.

### Wire Springs

The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire Stretchers

Richards-Wilcox Canadian Co., London, Ont.

### Wood Finishes

Berry Bros., Walkerville.  
Dougall Varnish Co., Ltd., Montreal.  
Pratt & Lambert, Bridgeburg, Ont.  
G. F. Stephens & Co., Winnipeg.

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Boeckh Bros. Co., Toronto.  
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McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford, Ont.  
Walter Woods & Co., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.  
Dominion Iron & Steel Co., Ltd., Sydney.

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Frank Moesberg Co., Attleboro, Mass.  
Trimont Mfg. Co., Roxbury, Mass.  
Whitman & Barnes Mfg. Co., St. Catharines.

### Wringers

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Cummer-Dowdell, Ltd., Hamilton, Ont.  
The Maytag Co., Ltd., Winnipeg.  
The Nineteen Hundred Washer Co., Toronto.  
Walter Woods & Co., Hamilton.





## The woods are full of them

Judges have been numerous in Canada who have come down off the bench to lead the people—who have stooped to conquer, as it were—Blake, Mowat, Thompson, Meredith. And so there is plenty of precedent for a move which is being talked of in the Liberal party—the grooming of Mr. Justice Duff for the leadership of the party against the day when Sir Wilfrid Laurier will seek his ease. Mr. Justice Duff is a member of the Supreme Court of Canada, but it is said that, should the boom in his favor reach a sufficient volume, he will be willing to step down from the bench and get into the fight.

This makes the basis for an extremely interesting article by H. F. Gadsby in the September issue of MacLean's Magazine. Mr. Gadsby discusses the Duff boom in a thoroughly impartial way, and tells something of the young Judge who may be slated for so high an honor.

"The Duff Boom" is but one of many features in the September MacLean's. The number bristles with bright stories and powerful articles by such clever and famous contributors as Arthur Stringer, Agnes C. Laut, Robert W. Service, Arthur E. McFarlane, Alan Sullivan, Mrs. Arthur Murphy (Janey Canuck) and many others. It is Canadian from cover to cover—the best reading obtainable on this side of the border.

Now on sale at all News Stands, 15c.

# MACLEAN'S MAGAZINE



# A Testimonial Verified

In a previous advertisement we had occasion to mention a rather extraordinary shot made by a Ross .280 in the hands of Mr. Ralph Edmunds; here is the account of Mr. Stanley R. Graham, of Chicago, an eye-witness:



"Edmunds, who is the most accurate shot I ever met, killed a small ewe at the almost unbelievable distance of from 1,800 to 2,000 yards. He used a Ross .280 calibre sporting rifle with open sights. The bullet entered just below the tail, badly lacerating the intestines and lungs. Subsequent shots, especially the shooting of a small lamb at a distance of 800 yards, proved to my mind that game is not safe from Edmunds at even a mile away."

Many Canadian sportsmen prefer the Ross .303 Sporting Models. They are handsome, well-built weapons, reliable and accurate, and use the easily obtainable .303 calibre ammunition.

*For catalogue, discounts, etc., write*

**Ross Rifle Co.,**

**Quebec**



# ATKINS

Is your TROWEL business growing? If not, it should be. Are you simply taking care of the ordinary demands or are you really creating new and larger TROWEL sales? ATKINS TROWELS have distinctive features that appeal to the best trade. To start them in any community means new ATKINS TROWELS for every plasterer. You make new business and more profit. "We Help You to Sell" them. Write for particulars.

**E. C. ATKINS & CO.**

**MAKERS OF STERLING SAWS, TOOLS AND TROWELS**

**Factory—Hamilton, Ont.**

**Vancouver Branch—109 Powell Street**

*If interested, tear out this page and keep with letters to be answered.*



"HOYT  
FROST  
KING"



The man who gets this babbitt metal is sure to come back for more because it gives a service extraordinary on high-speed machinery and engine work. Send your jobber an order to-day. If he cannot supply you, write us.

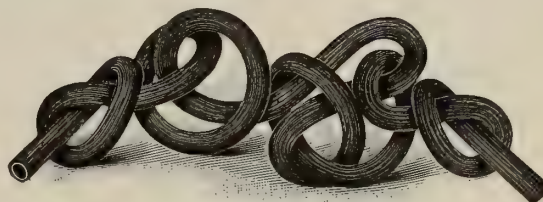
**HOYT METAL COMPANY**

Factory and Offices,  
EASTERN AVE. and LEWIS ST., TORONTO, CANADA  
New York, N.Y. London, Eng. St. Louis, Mo.

"The Babbitt  
You'll Sell  
More of"

**"Multiped"**

The Garden Hose That Doesn't Kink

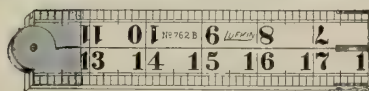
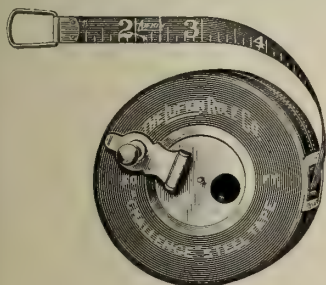


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY  
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver



BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

**THE LUFKIN RULE CO. OF CANADA, LTD.**  
**WINDSOR, ONT.**

**LUFKIN** GOODS

can give you the very best of service and satisfaction.  
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR  
ACCURACY AND FAULTLESS SERVICE  
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

**TINKER TOM'S TALKS**

**Talk Number Sixty-three**

Crops are good—factories busy—general conditions fine—so you'll make no mistake in getting in a fair supply of "PREMIER" GALVANIZED SHEETS to take care of your Fall work. Don't get "caught short." Your jobber can supply promptly.

TINKER TOM.

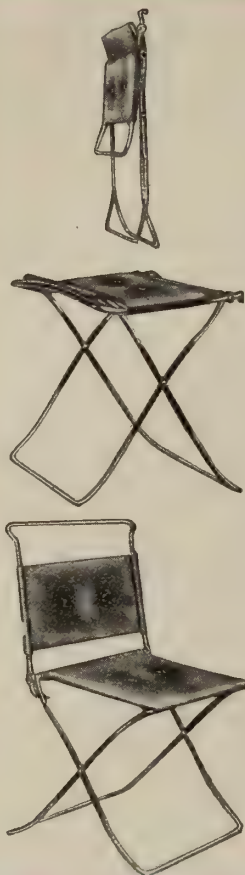
Look for Talk No. 64 next week.

**DOMINION SHEET METAL CO., Ltd.**  
HAMILTON, CANADA

259







## A GOOD OPENER

Some Hardware Dealers hesitate to get their share of the big profits made on motor accessories because their salesmen don't know automobiles. But it requires no technical knowledge to sell

## McKinnon Folding Chairs

They are a convenience in any car whether large or small, and they are so simple that any child can fold or unfold them instantly. Attractive in appearance, luxuriously comfortable, strong and durable. You can sell a lot of them. Write for prices.

**McKinnon Dash Company**

BUFFALO, N.Y.

# McKinnon

**Every  
Chain  
Guaran-  
teed.**



**Welds  
are  
Abso-  
lutely  
Smooth**

## Electric-Welded Trace Chains.

McKinnon trace chains are electrically lap-welded on patented machines. The resulting weld has a uniform tapering swell adding 25 per cent. to the strength and wearing qualities of chain. All chains are tested, carefully inspected and put up in rust-proof bags.

Made in Canada

**McKinnon Chain Co.**  
ST. CATHARINES, ONT.

Sold by Jobbers



# HARDWARE<sup>AND</sup> METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

Sept. 2

No. 36

THE MACLEAN PUBLISHING COMPANY, LIMITED

1916

PUBLICATION OFFICE: TORONTO, CANADA

## SPECIAL NOTICE

Owing to the recent action of the British authorities in prohibiting the exportation of Galvanized Sheets and the fact that several mills in the United States have closed their galvanizing plants, while others are months behind in deliveries, it is important to note that the only Canadian makers of

## GALVANIZED SHEETS



can make prompt deliveries at lowest market prices and that the quality of "PREMIER" galvanized sheets is now generally acknowledged to be the "best made anywhere."

**All Canadian Jobbers Sell Canadian Galvanized Sheets**



## Success Breeds Success

Nicholson Files are made by a firm with 50 years' experience, whose annual capacity is 60,000,000 files a year, distributed over 4,000 different patterns.

Nicholson's direct and control every manufacturing process, from raw material to finished file. Their workmen are expert, and their product is acknowledged superior the world over. 90% of all files sold in Canada are Nicholson-made and are one or other of the Famous Five.

50  
YEARS  
IN THE  
BUSINESS

OVER  
60,000,000  
FILES  
A YEAR

**Kearney & Foot, Great Western,  
American, Arcade,  
Globe**

(Made in Canada)

If you want more of the file business in your locality, write us for catalogue and a copy of "File Philosophy" and say you would like our assistance, and you will get it.

**NICHOLSON FILE CO.**  
PORT HOPE (Jobbers Everywhere) ONTARIO

Keep your  
rooms warm  
and your  
tempers cool

—  
AVOID DRAFTS

You can rely  
upon the

**"BRITON"**

to keep them  
out

—  
"Britons"  
keep the door  
of the world

Made only by

**WM. NEWMAN  
& SONS, LTD.**

BIRMINGHAM



YOU CAN CLOSE OUT THE WORLD WITH A BRITON

The reliance  
that can be  
placed in a

**"BRITON"**

should be your  
reason for  
recommend-  
ation

—  
Particulars of  
this and of our  
other Door  
Checks of all  
kinds from

**FREDERIC SARA  
& COMPANY**

326 Ninth Ave. West  
CALGARY, ALTA.

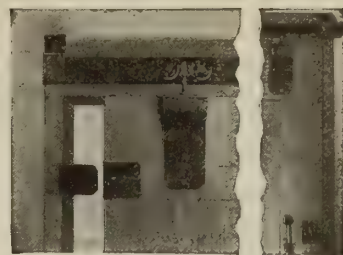




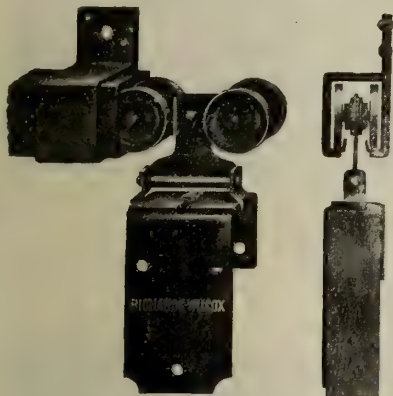
**FIRE DOOR HARDWARE**  
Single—Double—Sliding—Swing  
Vertical—and Special Under-  
writers' Label Fixtures.



**NO. 235 ANGLE DOOR**  
Fine for Garages—no curves requir-  
ed—no sag—no warp. Avoids acci-  
dents common to swing doors.  
Per Set, 9 ft. opening, 1 3/4 Doors—  
List, \$15.00.



**"R-W" FLUSH TROLLEY HANGERS**  
Make Sliding Doors fit tightly as  
swing doors, and weatherproof.  
Simple—Strong—Durable.  
F11 Hangers, doz. pair.....\$ 48.00  
No. 31 Track, 100 ft.....\$ 24.00  
1 x 31 Brackets .....\$ 2.40



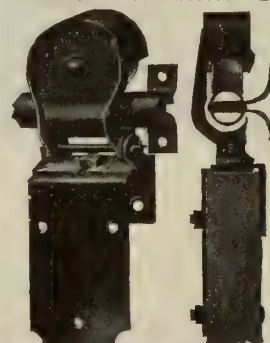
**NO. 321. CHAMPION TROLLEY.**  
For Barn Doors. Bird-proof, storm-  
proof, flexible and adjustable. The  
leading barn door hanger throughout  
Canada.  
Per doz. pair, list.....\$28.80  
No. 31 Track, per ft., list .....\$ .24  
1 x 31 Brackets, list .....\$ 2.40

When you  
think of  
**Hangers**  
think of  
"The Hanger People"

**Richards-Wilcox**



**CANADIAN COMPANY, LTD.**  
**LONDON, ONTARIO.**



**NO. 543 ROUND TRACK  
HANGER.**  
Only completely Flexible  
Round Track Hanger. Ad-  
justable. Riveted steel track  
brackets.  
Hangers, per doz. pair, list  
\$23.50  
Track, per 100 ft., list. \$16.00

**SALES HELPS**

**SALES HELPS**

**IVER JOHNSON**

**WINDOW CARDS**

**SHOW CASE MATS**

**ELECTRICAL DISPLAY SIGNS**

**CIRCULARS AND BOOKLETS OF ALL KINDS**

**LITHOGRAPHED SIGNS**

**BLUE PRINTS**

**ELECTROTYPES**

## FIRST AIDS TO FIREARMS SALES

Just the material to make your store the headquarters for the fall trade.  
Attract your customers and Iver Johnson quality will do the rest.

Make sure that your Iver Johnson stock is sufficient, and then let us know  
how we can help you toward a successful September campaign.

*Write to us now.*

**IVER JOHNSON'S ARMS & CYCLE WORKS**

**350 RIVER STREET, FITCHBURG, MASS.**

**SALES HELPS**

**SALES HELPS**

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# Are You Ready?

for the

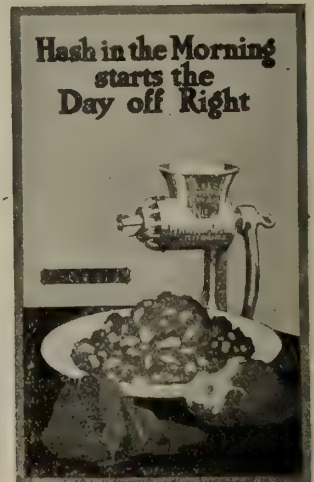
## UNIVERSAL

### Food Chopper Campaign

that starts in  
September

On this page is shown the seven-piece window trim that is furnished free upon request to all desiring to enter the September prize-winning window trimming contest. The Cards are executed in modern poster style and are educational in purpose. They portray the chopper to good advantage and are very suggestive of its varied uses.

Write for Bulletin giving details of the contest.



**Landers, Frary & Clark**  
New Britain, Conn.

**A. MACFARLANE & CO., MONTREAL**  
Canadian Representatives

*If interested, tear out this page and keep with letters to be answered.*



# HIGH-CLASS TOOLS

The measure of your success is governed by the class of goods you have to sell, for there is something in the appearance of a well-made tool which carries to the mind a conviction of its efficiency. *That is "Selling Force," while the actual working qualities keep it sold.*

Particularly true is this of the **Disston Saws and Tools**, and in calling special attention to the

## DISSTON PLUMBS and LEVELS

you will find they stand in a class  
apart from others in regard to  
Quality of Material, Workman-  
ship, Efficiency and Beauty of  
Finish.

**"DISSTON"**

is a guarantee of  
**QUALITY**

The simplicity of the adjustment feature is one which will appeal to all users. Operated by double jamb-screws, easily accessible, the adjusting requires but a moment's time, is firm and secure, there being no spring tension to get out of order, nor can the screws rust in position.

The stocks are made of selected lumber, long and well-seasoned. All brass ends are of solid drop-forged metal, not hollow castings.

With "Disston Grip" along the two sides, which affords a convenient Handhold.

**SOLD FOR NEARLY FIFTY YEARS**

*Look them up—It will pay you.*

**WE ARE HEADQUARTERS FOR DISSTON GOODS**

## LEWIS BROS., LIMITED MONTREAL

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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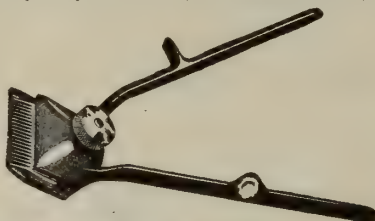
# PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



**STANDARD No. 0, No. 1 and No. 2.**  
Retailing at about \$2.50. High-class barber's clipper.



**No. 00 SHAVER**  
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



**SPEED**  
Best low-priced Clipper made. Retailing at about \$1.00.



**IMPROVED COLUMBIAN**  
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

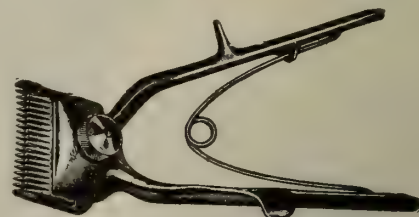
**A. MacFarlane & Co.**

Coristine Building, Montreal

Canadian Agents for

**Wiebusch & Hilger, Ltd.**

New York City



**CADET**  
with visible spring, retailing at about \$1.00.

# TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

**THE BROWN, BOGGS CO., LIMITED**  
**HAMILTON, CANADA**

**Montreal Agent:**  
**W. L. HALDIMAND, Jr.**

**Western Agents:**  
**BISSETT & WEBB, Winnipeg.**

**British Columbia Agents:**  
**E. A. EARL & CO., Vancouver**

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## What Makes a Vernier Caliper Accurate?

Can you explain to a prospective customer how one vernier can be better than another? It's a detail of tool salesmanship you might know to advantage—profits on vernier calipers count up fast.

Briefly, the point may be summed up as follows: *The quality of the graduations determines the quality of the tool.* The finest, sharpest graduations are found on

## Starrett Vernier Calipers

A vernier must read accurately to 1/1000 of an inch, yet its finest graduations are only 1/40 of an inch. To divide 1/40" into twenty-fifths is a delicate job. Therefore, the well-defined, clean-cut graduations produced only by our secret

process make possible finer, more delicate adjustment than with any other tools. Show a mechanic these graduations—under a magnifying glass if you can,—and explain why he can take a reading quickly and accurately.

*If you want further details, write for catalog 21MA that describes the whole 2100 styles and sizes of the Starrett line.*

42-502



### The L. S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

New York

London

Chicago



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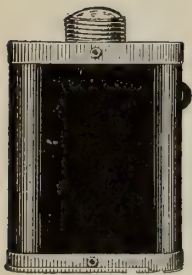




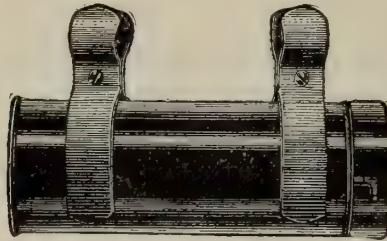
# Flashlights

**Hand Lanterns, Trouble Lights, Automobile Sockets  
and Connectors, Miniature Incandescent Lamps of every  
Electric Bicycle and Motorcycle Lanterns, Electric Carriage  
Lanterns, Radio Batteries and Lamps**

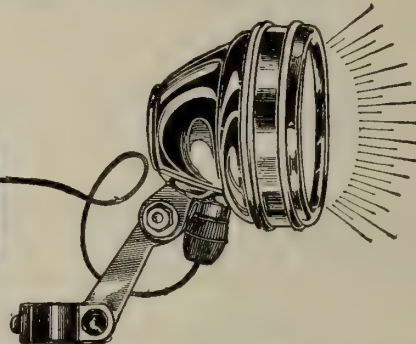
The "FRANCO" Line is mighty profitable everywhere. It is nice appearing,  
easily sold and gives a most desirable service.



4730



4815



1009

FIBRE TUBULAR

Winners of the  
**GOLD MEDAL**  
at the

**Panama-Pacific Exposition**

Franco Flashlights are made in various sizes, styles and finishes to suit every purpose. Fitted with Radio Lamp and Radio Battery, they excel all others. Radio Batteries for Flashlights and Hand Lanterns.

Long Life in use and on shelf.

*Write for Catalogue and Prices.*

See our Exhibit in the Industrial Building at the Canadian National Exhibition, Aug. 26th to Sept. 11th.

NICKEL TUBULAR



6783



6786



6781

Made in various other sizes and designs.



6769



6766



6761

Made in various other sizes and designs.

## Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, ONT.

The Most Progressive Flashlight Manufacturers in the Dominion

*If interested, tear out this page and keep with letters to be answered.*



The advertisement features a grid of 18 vintage automobiles, each shown in a side profile within a decorative arched frame. The cars are arranged in three rows of six. The top row shows four passenger cars and two trucks. The middle row shows four passenger cars and two trucks. The bottom row shows four passenger cars and two trucks. In the center of the grid is a photograph of a large, multi-story building, identified as the H. S. Howland Sons & Co. building. Above the building is a large, ornate crest containing the text "HOWLAND'S SAMSON QUALITY". Below the crest, the text "H. S. HOWLAND SONS & CO." is visible.

AT YOUR SERVICE

**H. S. HOWLAND, SONS & CO.**

LIMITED

WHOLESALE HARDWARE  
TORONTO





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges . . . . .	Pair in a Box	SC 900
Light Tee Hinges . . . . .	" " "	SC 904
Heavy Strap Hinges . . . . .	" " "	SC 209
Heavy Tee Hinges . . . . .	" " "	SC 609

Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

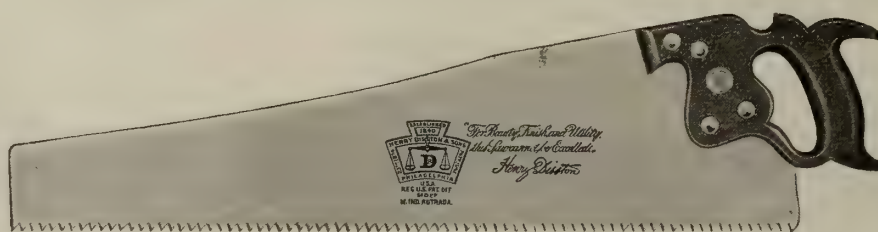
Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.  
Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**

The largest plant in the world, the most modern  
equipment and seventy-six years of  
specialized experience are  
behind



## DISSTON SAWS

That's why there are probably more of them sold than all other makes combined. Live dealers all over the world are converting this demand into cold profit.

*Sales-help Booklet on Request.*

**HENRY DISSTON & SONS, Inc.**  
PHILADELPHIA, U.S.A.

*If interested, tear out this page and keep with letters to be answered.*





Quality



Service

# The Steel Company of Canada, Limited

## PRODUCTS

**"HAMILTON" PIG IRON  
BASIC, MALLEABLE AND FOUNDRY  
IRON AND STEEL**

**BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS,  
PLOW BEAMS, ETC.**

### FORGINGS

Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware,  
Top Goods, Etc.

### WIRE, ETC.

Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered Liquor  
Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire  
Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates.

### RAILWAY FASTENINGS

Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

### NAILS, SPIKES, RIVETS, ETC.

Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes.  
Tacks and Shoe Nails, Steel and Copper Rivets, and Burrs, Iron, Brass and Copper.

### POLE LINE HARDWARE

Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized.

### BOLTS, NUTS AND WASHERS

Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts,  
and Washers.

### WROUGHT PIPE

Black and Galvanized Nipples and Couplings.

### SCREWS

Wood and Machine Steel, Brass and Bronze.


### LEAD PRODUCTS

Lead Pipe, White Lead, Shot and Putty.


# The Steel Company of Canada, Limited



HAMILTON TORONTO



MONTREAL WINNIPEG





## A way to sell more goods to your customers

You sell oils, dressings, polishes and a dozen or more other items to house-owners. They will buy "Ventiplex" goods from you if you have them and recommend them.

They have needs and wants which sometimes they don't know they possess—UNTIL THEY ARE SHOWN.

**Not a farmer or teamster in your community but needs "VENTIPLEX" SWEAT PAD and other "VENTIPLEX" lines — Housings, Saddle Blankets and Weather Strip for example.**



"Ventiplex" goods are remarkably durable and attractive. Quality, beauty and service is the idea back of every step in their manufacture.

"Ventiplex" Sweat Pads are big favorites because they absolutely cure and prevent gall sores.

Get in touch with us. Send for our catalogue. Drop in on us if you are in Toronto. Ask to have our traveller call on you when he is next in your city.

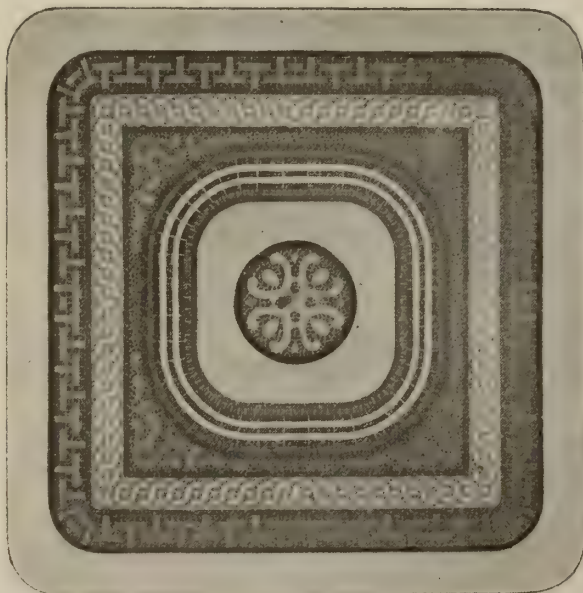
Sold by all Wholesale Hardware Houses throughout Canada.

Manufactured by

**BURLINGTON WINDSOR BLANKET CO., LIMITED**

Toronto, Canada, and Burlington, Wis., U.S.A.

## DAVIDSON'S STOVE BOARDS



### Square or Oblong

Wood Lined and Paper Lined

All sizes

Our extensive lithographing plant enables us to produce the most artistic in design and the quality is the best, as only specially selected material is used.

Our Stove Boards are seamless,  
no cracked or shabby corners.

*Write us for prices.*

**THE THOS. DAVIDSON MFG. CO., LIMITED**

TORONTO

MONTREAL

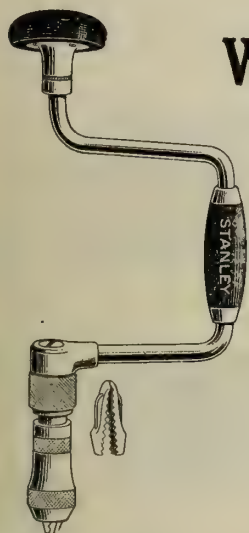
WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*



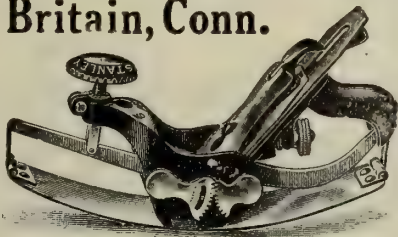
# SKILLED MECHANICS ORDER STANLEY TOOLS BY NAME

## Why Waste Time Offering Substitutes?

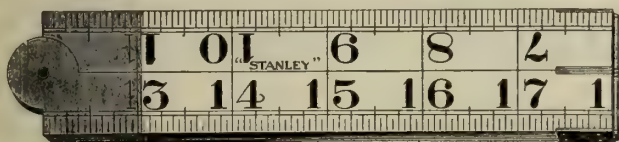


The concealed ratchet brace No. 921, mechanically perfect, beautifully finished; a most dependable tool.

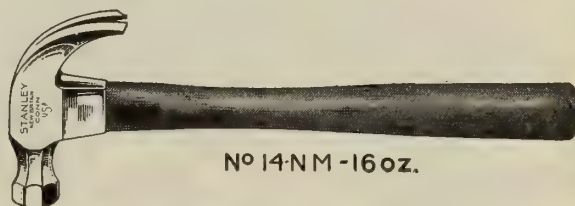
To build up a sound, permanent tool business, we advise carrying the great, leading line made by "Stanley" at Roxton Pond, Que., and New Britain, Conn.



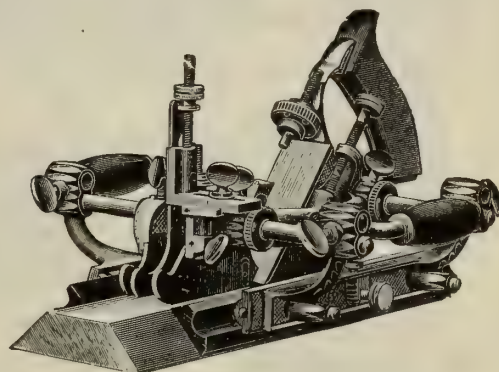
No. 113 Circular Plane, accurately adjusted.



It will pay you to sell Stanley Rules. They are as perfect as rules can be, and satisfy the most exacting mechanic.



Stanley Hammers are properly hung. The right tool for a particular carpenter.



No. 444 Plane is for making dovetail, tongue and groove. A most useful woodworkers' tool.

Almost every carpenter must have a Stanley Universal Plane.



A TOOL THAT'S STAMPED  
**STANLEY**  
IS THE BEST OF ITS KIND

The Stanley Breast Drills with steel frames, the Stanley Hurwood Screwdrivers are the best to be had at the price.

WHOLESALE DISTRIBUTORS:

# CAVERHILL, LEARMONT & CO. MONTREAL

*If interested, tear out this page and keep with letters to be answered.*





**Our corrugated conductor pipe has the best seam of any pipe on the market. Try a sample order and be convinced.**

Eavetrough, ridge roll, valleys, elbows, skylights, ventilators, etc., and Corrugated Iron.

Get our prices for galvanized iron sheets.

We ship while others are thinking about it.

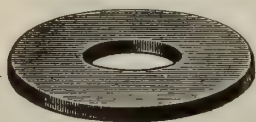
**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

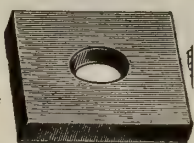
**TORONTO**

## Wrought and Steel Plate **WASHERS**

*of all descriptions*



Annealed  
Rivet Burrs.



Felloe Plates.

Sheared and  
Punched Plates.

Malleable Washers  
and Cast Iron Washers.

Round & Square

Plain or  
Galvanized

**Prompt Shipments**

**Wrought Washer Mfg.  
Company**  
Milwaukee, Wis.

## Brooms of Quality

may always be had by ordering  
our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**  
HAMILTON and WINNIPEG



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists  
therein. We give you the best there is  
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

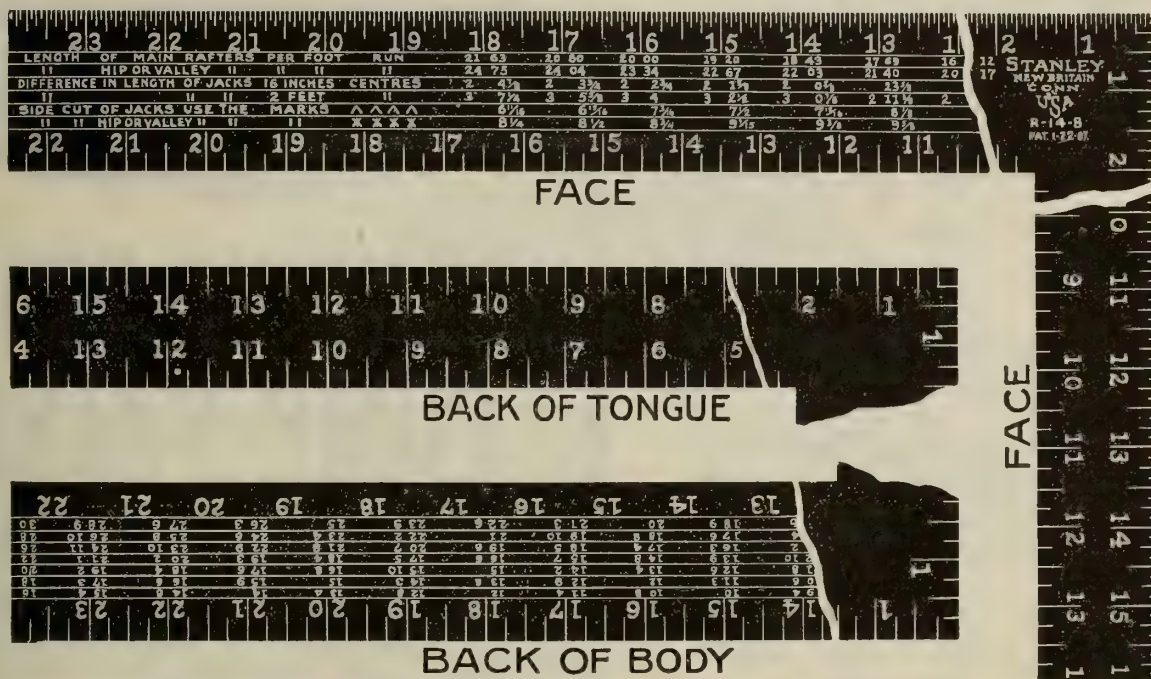
**The Barton-Netting Co., Ltd.**  
9 and 11 Pitt St. East, Windsor, Ont.



*If interested, tear out this page and keep with letters to be answered.*



# Stanley Tools



## Stanley Carpenters' Steel Squares

Each Square is made from *one* piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

Each square is packed in an anti-rust envelope.

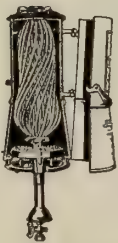
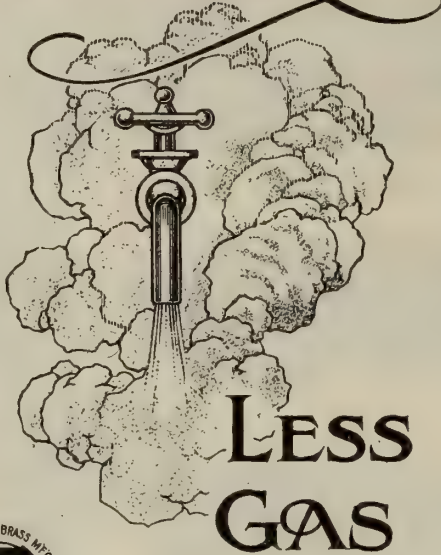
*Send for further particulars.*

**STANLEY RULE & LEVEL CO.**  
**NEW BRITAIN, CONN. U.S.A.**

*If interested, tear out this page and keep with letters to be answered.*



# MORE HOT WATER



## SEE THE Stack Demonstration

### IN THE PROCESS BUILDING Canadian National Exhibition

The STACK is the quickest in action.

The STACK is the most rapid heater.

The STACK will heat a given quantity of water hot in less time than any other heater.

The STACK is almost an instantaneous heater, for it will begin to circulate hot water within 20 seconds after the gas is lighted.

The STACK will begin to deliver hot water at the faucet one minute after the gas is lighted.

The STACK is the most durable heater made.

The STACK is the easiest and quickest to instal.

**The James Morrison Brass Mfg.  
Co., Limited**

93-97 Adelaide Street West, TORONTO



## JENKINS BROS.' PUMP VALVES

proved best and cheapest because of their long leakless service.

They are scientifically compounded from pure rubber and other ingredients to meet the imposed conditions exactly.

Whether your pumps are operating against a low or an extreme head in handling cold, warm or hot water, brine, naphtha, acids, ammonia, gritty water or other fluids, we can furnish the right Jenkins Bros.' Pump Valves to give the most economical duty possible.

Thousands upon thousands are daily proving their ability to stand up under all demands in the leading power and pumping plants in the country.

When ordering state diameter, thickness and size of hole in addition to head pumped against, the kind and maximum temperature of the fluid to be handled.

Write for No. 8 Jenkins Bros.' Catalog.

**JENKINS BROS.**  
LIMITED

103 St. Remi Street, Montreal

*If interested, tear out this page and keep with letters to be answered.*

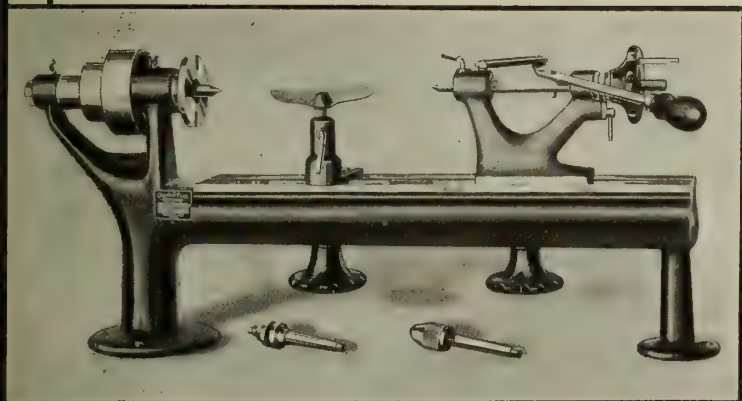


# GOODELL PRATT

## 1500 GOOD TOOLS

This Submarine was built by  
EVERYDAY MECHANICS  
MAGAZINE and is reproduced  
with their permission.

### No. 125 Bench Lathe



Every bit  
of Machine Work  
on this model of an electri-  
cally controlled submarine  
was made on a Goodell-Pratt  
No. 125 Amateur Bench  
Lathe.

Mechanics buy only the tools they need; but amateurs spend money on their hobbies freely. This is profitable trade. There are hundreds of amateur tool users in every town. Do they trade at your store? They will if you carry the tools they want. Amateur tool users know and have confidence in Goodell-Pratt Tools. Take advantage of this confidence by carrying Goodell-Pratt Tools in stock.

Every Amateur Mechanic wants a Lathe, small and moderate in price, but capable of all kinds of work. There is only one Lathe built that meets this demand. It is Goodell-Pratt's No. 125 Amateur Bench Lathe. The list price of this Lathe is only \$20.00, yet the model submarine above shows the class of work that it will do, and it is equally useful for either wood or metal.

Every hardware store, big or small, can sell these Lathes at a big profit. Many sell them now. Do you? Remember that every one buying a Lathe must buy attachments and other small tools. That means still more profits for you. Do you want them? One Lathe in stock is all you need. Have you got it?



**Goodell-Pratt Company**  
**Greenfield, *Toolsmiths* Mass., U.S.A.**





## Revolver Salesmen:

Here's another of those newspaper advertisements we have ready for you.

If you have one or more of the series on hand you'll be PREPARED to start some PROTECTION advertising in the first issue of your local paper following a "burglar scare" or other crime wave that sets people thinking.

This means YOU get the revolver business.



### Meet the Danger Moment Prepared!

Prepare against that day when, unexpectedly, you must leave your family alone overnight. Then it may be that an instant's peril will mean the *safety* of cool calculation or the danger of frantic desperation. If your wife is armed with a Colt revolver, confidence will steady her grip against the moment's need. For

## COLT Revolvers

are ready at an instant's call. Quick as a flash, they respond to the finger's pull; yet they can be confidently handled by gun-shy women without the slightest fear of accident, because the "Positive Lock" (found only in a Colt) automatically locks the action until the trigger is purposely pulled to fire a shot.

(Space for Dealer's Name Here.)

## Colt's Patent Fire Arms Manufacturing Co.

Hartford, Conn. - U.S.A.

or A. MacFARLANE & CO., LIMITED  
Coristine Building - - - Montreal, Canada



## "YANKEE" VISE

No. 1993

### WITH SWIVEL BASE

**A GREAT LITTLE VISE  
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws  $2\frac{3}{4}$ " wide,  $1\frac{7}{8}$ " deep,  
opening  $3\frac{1}{8}$ ", Base  $7\frac{1}{2}$ " long.

*Your Jobber will supply you.*

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.

*If interested, tear out this page and keep with letters to be answered.*



# Here's the load for DUCKS

**I**T's the favorite load of those wise ones who come home with the fattest bags. Also, it's the shell to be seen prominently displayed by the knowing merchant who anticipates the demands of his customers. The CANUCK, the fastest of all shot shells, is only one of a large family of thoroughly dependable **Dominion Shells**. You have long been acquainted with the many superior features of **IMPERIAL**, **REGAL** and **SOVEREIGN**, all smokeless brands, loaded with standard powders and double chilled shot. Then you know the old stand-by, **CROWN**—the low-priced black powder shell that has travelled in the pockets of nearly every shooting coat in Canada.

Put them in your window. Let your customer choose, simply guide him that his selection may be made from your stock of **Dominion**—the only Ammunition made in Canada.

**Dominion Cartridge Company,  
Limited  
Montreal**





# Perhaps You Are a Careful and Close Buyer

**I**T may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of \$3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the \$3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of \$3.00 a year, the chances are that you will not hesitate to pay the \$3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

## THE FINANCIAL POST OF CANADA

143-153 University Ave.,

Toronto

-----  
.....1916  
THE FINANCIAL POST OF CANADA,  
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name .....

Address.....  
.....



# JAMES CARTLAND & SON

**BIRMINGHAM, England LIMITED**

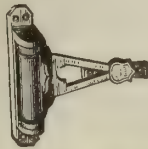
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

*Contractors to the Admiralty and War Office*

Original Patentees and Manufacturers of  
**CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE  
DOOR SPRINGS**



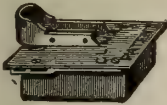
**5753 IRON**  
3 in. .... 4/9  
4 " .... 7/-  
5 " .... 9/6



**5355 IRON**  
4 in. .... 28/-  
5 " .... 39/-  
6 " .... 48/-

**5754 BRASS**  
3 in. .... 7/6  
4 " .... 10/6  
5 " .... 14/6  
per pair.

**5356 BRASS**  
4 in. .... 48/-  
5 " .... 66/-  
6 " .... 78/-  
per dozen.



**2401**  
With 2 in.  
Shoe,  
21/- each.



**2860**  
With 2 in.  
Shoe,  
28/6 each

Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND  
NAVAL BRASS FOUNDRY**

**FANLIGHT OPENERS AND GEARINGS OF EVERY KIND**

Architects' Own Designs and Special Requirements Carefully  
Executed.

Our new Catalogue, fully illustrated, mailed free on  
application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W.,  
Toronto.

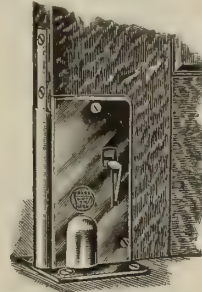
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver,  
B.C.

TRADE  
**CHICAGO**  
MARK

**SPRING HINGES**

**TRADE BUILDING**

distinctive selling features which your salesmen  
can offer and which would make the prospective  
purchaser buy them and no  
other.



**CHICAGO "RELAX"  
SPRING HINGES**

are in great demand. They  
are substantial in construction  
and readily applied. The  
**EXCLUSIVE FEATURE** of  
spring action release, allowing  
the door to be placed open at  
any desired position and automatically re-engaging  
when the door is closed, is of recognized merit and  
utility.

Send for Catalog M 32. It fully illustrates and  
describes the most complete line of Spring Hinges  
manufactured.

**Chicago Spring Butt Company,**

**CHICAGO**



**NEW YORK**

## "W. & B." Drop FORGINGS

The  
**Whitman & Barnes  
Manufacturing Co.**

Established 1854

**St. Catharines, Ontario**

**W** We make a specialty of  
the highest grade Drop  
Forgings. Our excep-  
tional capacity and  
equipment insure accu-  
rate forgings and prompt  
delivery.

Send us Blue Prints on  
Special Forgings, three  
pounds and under in  
weight, and permit us  
to estimate on your  
requirements.

*If interested, tear out this page and keep with letters to be answered.*





HAND TAPS

TAPPER  
TAPS

**Your sale of TAPS, DIES and REAMERS depends on the quality and merit of the goods you sell.**

## The Butterfield line

will make your business grow by leaps and bounds, because it is distinctive in its service and satisfaction-giving qualities.

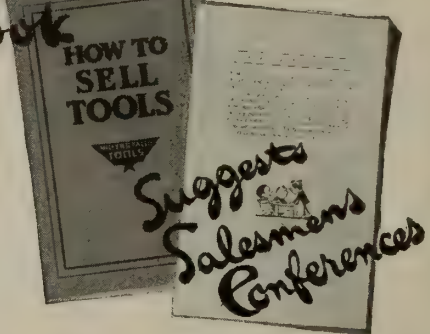
**Positively guaranteed.** Money refunded without question if unsatisfactory.

Write for catalog, then send a trial order.

**BUTTERFIELD  
& Co., Inc.**

ROCK ISLAND, QUE.

*Our Dealer  
Book*



*Suggests  
Salesmen's  
Conferences*

## Our Dealer Book, "How to Sell Tools," Suggests Salesmen's Conferences

Have you put this book—"How to Sell Tools" in the hands of every one of your men?

Are you carrying out its suggestions—and checking up the results?

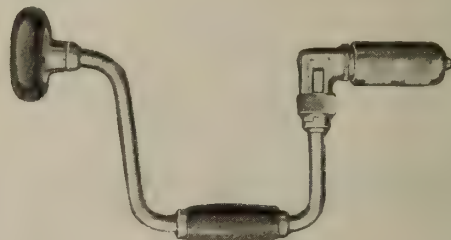
Millers Falls Dealer's Service will mean something definite—something tangible—and something profitable to you, if you try it out at just one point to test its value.

Begin by getting "How to Sell Tools" and keying your tool department up to the standard of efficiency there laid down. Start weekly salesmen's conferences to keep up the interest, and discuss at these meetings the selling suggestions in "How to Sell Tools" and in the monthly issues of the "Millers Falls Star." Put our displays and advertising features to work in your store. Then watch your tool sales for results. They will show and show big.

Absolutely no price to pay but a little effort.

Write us to-day for our plan of Dealer Co-operation and we will help you start something that's worth while.

Bit Brace 732 is a big seller among our better braces because it has universal chuck as well as boxed ratchet and ball-bearing head. Handsomely finished.



**Millers Falls Company**

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

N. Y. Office: 28 Warren Street

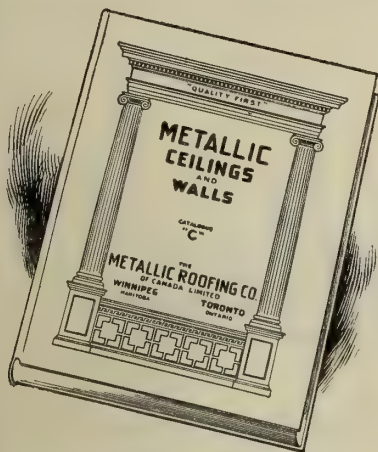
*If interested, tear out this page and keep with letters to be answered.*



*"Quality METALLIC First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

## This Catalogue Will Bring You Business



WRITE US TO-DAY

### —Leave It on Your Counter

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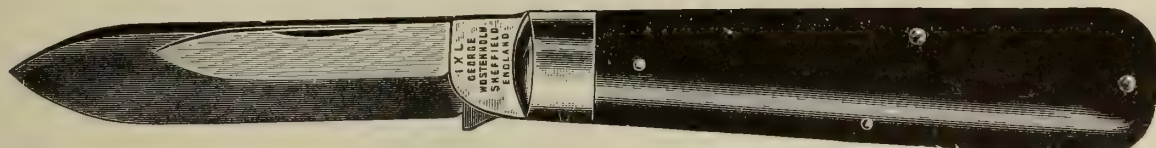
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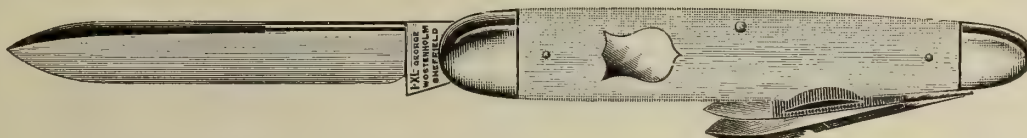
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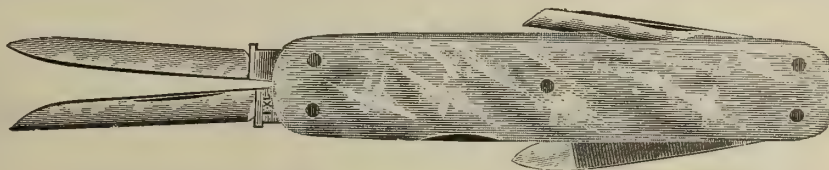
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# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, SEPTEMBER 2, 1916

No. 35

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## Is Belgian Glass Being Sold Now in Britain?



Scene in  
Belgian  
glass  
works.

Are the Factories Still in the Hands of the Germans?—Said  
That British Are Sending Foodstuffs in to Feed  
Belgians and Receiving Glass in Return.

**A**RE the Germans operating the Belgian glass factories and selling the glass to England? Such a question would be scoffed at by the man in the street. But ask any one of the few men who are in the inner ring of the glass circle and they will probably tell you that it is not only possible, but altogether probable. The glass is not being sold in the ordinary way of doing business. The glass it is asserted is sold for barter such as foodstuffs to feed the Belgians, who are sadly in need of food, in districts now in the hands of the Teutons.

### Where Is The Proof

The man who in these days asserts that the Germans are shipping window

glass into England, is liable to severe criticism unless he has some good reasons to back up his assertion.

It is well known, in fact, the trade was told by *Hardware and Metal* during the early stages of the war that the glass manufacturing districts of Belgium had fallen into the hands of the Germans. Prior to the outbreak of the war, large quantities of glass were brought into Canada, where at least some Belgian glass was not carried in stock. Glass was also manufactured in England and considerable quantities were shipped to Canada. Following the outbreak of the war both the Belgian and English supplies were cut off. The Belgian factories fell into the hands of

the Germans. The staffs in the English plants were so depleted by enlistments, that the output was very small indeed. The result was that England and Canada along with many other countries had to look elsewhere to supplies. There was only one place to go for supplies—and that was to the United States.

From that time on the United States did a huge export trade. Immense quantities of glass were exported to England. Practically all Canadian supplies were also supplied by the United States manufacturers. And as far as Canada is concerned the bulk of the glass still coming into the country is from the United States. This condition will likely prevail for some time to come.



### England Getting Belgians Glass

Such is not now the case with England. During the past four months exports of glass from the United States have dropped off to practically nil. Orders for future deliveries have practically ceased. There are few if any inquiries. The same is true of France. The latter country has also been a heavy importer of glass from the United States since the outbreak of the war. But of late little or no glass has been going to France. What is the reason? Both England and France need glass and lots of it. They are not now buying it from the United States. Where is the glass coming from?

### Belgian Glass for England

It is known in Canada that Belgian glass is being shipped into England. It is also known that a few shipments of Belgian glass are reaching South America. It is also known that one or two Canadian firms are at present negotiating for shipments of Belgian glass. It must be admitted that the firms in question are not hopeful of securing shipments for some time to come. Have the Belgian glass factories which were formerly in German hands passed over to the control of the British. This is not impossible, but it is improbable. If the glass factories are still in the hands of the Germans, on what basis are they doing business with England? One thing is certain. The British are not trading with the enemy where it can be avoided. A mere difference in the cost of the goods would not cause the British to buy goods from Germany. What is the explanation? It is not unreasonable to accept the theory of a glass importer who is unusually well informed. It is that the British authorities have made an arrangement whereby glass is being shipped out of Belgium, in exchange for food which is shipped in to support the Belgians. It is claimed that an exchange arrangement has been completed and that the Belgians in some parts of their invaded country are now almost self-supporting.

### An American View

At the recent convention of United States glass manufacturers held at Atlantic City, one of the most comprehensive addresses in the glass situation was that of W. L. Munro, general manager of the American Window Glass Company. Mr. Munro made some significant remarks regarding the glass situation in England, France and Belgium. An extract from his address follows:—

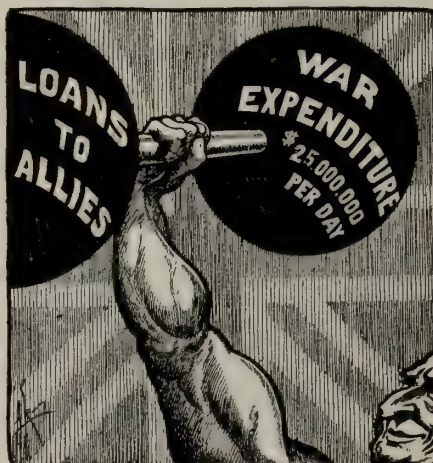
### Belgian Factories Operating

"In my judgment our export trade will also fall off, for several reasons, which I will give you. First, there are

eight factories and possibly ten factories, in Belgium now operating, whereas at this time last year there were no factories in operation. There are five factories operating in France, and one additional factory will begin operations during August. Last year at this time there were none. The effect of these tanks operating in Belgium has already been brought home to us. Our orders for shipment to England have entirely ceased. We have sold practically no glass whatever for shipment to England within the past four months."

### Tried to Cancel Orders

The English buyers have been endeavoring to cancel the glass which we have on orders from them, but which has been held up on account of the railroad embargo, because the price at which the Belgian glass is being laid down in England is very much below what our glass costs them. We have been importuned by buyers in England



—Racey, in Montreal Star.  
*John Bull, world's financial strong man.*

to make substantial concessions in prices to enable them to complete, but this we have declined to do.

### France Again Making Glass

In addition, the factories in France have been furnishing glass at prices which made it impossible for French buyers to buy in this country. Not only has the starting of those factories affected the demand in those countries, but we have been advised that 8,000 100-ft. cases were delivered some time ago in Buenos Aires and another shipment of about 6,000 100-ft. cases in Montevideo from Belgium. Consequently, we must expect that the volume of South American trade will also be somewhat affected.

### Glass Factory In Japan

The starting of a new factory in Japan will increase the production in that country during the next year about

300,000 boxes. This increase in production will certainly shut off all exports from this country to Japan, China and various other Oriental countries. During the past year we have exported to Japan and China and Japan alone in excess of 250,000 50-ft. boxes, and frankly we do not expect to retain any of this business. As soon as the trade in those countries became aware of the fact that this new factory would begin operations in August of this year they not only, ceased to buy for the future, but endeavored to cancel what had been shipped. Unless, therefore, increased demand should arise throughout the world, the additional production in Belgium, France and Japan alone will make serious inroads on the volume of our export trade for the coming year. I am not at all confident that the demand in the various foreign countries will materially increase during this next year, sufficient to offset these factors. These foreign countries have already adjusted themselves to a war-time basis, basing their purchases on existing conditions. Consequently, if the war continues, I do not look for them to materially change their business policy. I believe that we must recognize that the export business during the next year is likely to decrease to some extent and I would not be at all surprised if it decreased to the extent of 500,000 boxes.

If such proves to be the case and we have a general resumption on the first of October, there will be 1,600,000 boxes of window glass more to be disposed of to the domestic trade during the coming year than was sold during the past year.

## Twenty Years Ago In the Hardware Trade

The following items are taken from Hardware and Metal of Sept. 5, 1896.

Harland Bros. of Clinton have put plate glass fronts in three of their stores with an aggregate frontage of 66 feet. Two of these stores, Harland Bros. occupy themselves.

\* \* \*

J. H. Ashdown, of Winnipeg, is making extensive improvements in his retail establishment on Main Street.

\* \* \*

The stock of W. J. Workman, hardware, Stratford, has been sold.



If the power to do hard work is not a talent it is the best possible substitute for it.



# The Most Important Points in Stove Selling

**T**HE customer, the stove, and the salesman—these are the elements that enter into a stove sale. The result desired from the meeting of these three is, of course, a satisfactory sale. Of these essentials one is just as important as another. No customer, no stove trade; no stove, no stove trade; no salesman, no stove trade—sans one, sans everything.

## The Customer

There are two classes of customer—the experienced and the inexperienced, both of whom appear in several varieties. There are those who have superintended stoves and those who have used them; those who have seldom seen a stove, but know all about them, and those who are ignorant, but would be wise. And so on—but one idea is in the mind of all—a stove which does its work and is not troublesome.

## The Stove

Practically all the reasons why a stove does not do its work and is troublesome lie with either the cook or the stove itself. Therefore, the man who would sell stoves must be prepared to provide his customer with every assistance for the practical regulation of a stove.

## The Salesman

In order that the customer may be sure that your stove is the one which he is looking for, a great responsibility rests with the salesman. If the salesman has carefully studied the stove he is selling, if he has thoroughly examined it, is able to take it apart and reassemble it again; he then knows why each part is there and just why this stove is different from others—and why the customer should have it before all others.

## Displaying of Stoves

The salesman having successfully com-



pleted this much of his education—enter, Customer. Now, if an interested customer enters a store which has been advertising its stoves so well that a real interest has been created, what is the result if he finds it arranged like an old curiosity shop? A store where he would have no running chance in an obstacle race, for obstacles would be everywhere? To say the least, his impression would be unfavorable to both store and stove, despite the advertising.

But when he enters a store where an enthusiastic and orderly mind has been at work, where he has room to examine the article which interests him, and which is displayed to its best advantage, at once he feels a pride in his very desire to buy. His mind is free from disapproval to start with, and at once the salesman is given an advantage to branch out in his new line of study—the Customer. A stove has individuality, let it be displayed.

## Studying the Customer

The successful salesman does not consider a visitor to his store as a sort of tank into which to pour indiscriminately all the information he has gathered about the homely stove. But, when a

question is put to him, he has at once an answer to the point, something satisfactory to offer, and just enough suggested information to stimulate further questionings. He allows the customer to feel that he is finding out for himself the advantages of the stove, and not being “talked into it” by a wordy salesman.

If he succeeds in interesting an inquirer in the first stove he sees, the successful salesman does not refrain from showing other varieties, making comparisons and cleverly eliminating from the customer's mind his ardor to “look around further.” Of course, the average stove buyer, because he buys only a few stoves in a lifetime, will look around, but he will come back to the place where reason, efficiency, and economy make the strongest appeal.

In his study, the successful salesman ascertains quickly the style which is most interesting to his customer, and then is not afraid to give it a thorough demonstration. A customer who knows the principles of stove construction, recognizes them when they are there. A customer who does not know is made to understand, by demonstration, why a stove may cook well or badly, and finds satisfaction in being able to compare the cheaper with the better lines.

## A Satisfactory Sale

To our first question, then, What constitutes a satisfactory sale, these points provide the answer: (1) Advertising which draws; (2) a well-arranged stove room; (3) an efficient line of stoves; (4) a salesman who has an effective system of gathering and dispensing information. With these points in view, then, customer + stove + salesman = sale.

## Ontario and Quebec Business Relations

A gathering of Ontario and Quebec professional and business men held at the Ritz-Carlton in Montreal during the week and presided over by Zepherin Herbert of the Council of the Board of Trade decided to inaugurate an active campaign to promote better relations between the two provinces. The meeting was arranged by Arthur Hawkes.

Amongst the Ontario representatives present were Messrs. J. M. Godfrey, president of the Canadian National Service League; Hon. Col. Mulloy, S. R. Parsons, vice-president of the Canadian Manufacturers' Association; Col. Leonard, of St. Catharines; A. E. Ames and H. Gundy, of Toronto.

It was decided to arrange a visit to

the Province of Quebec by a delegation of about 50 representative Ontario men, who will be received at Montreal by a similar number from this province, and accompanied to the places already named, where the proceedings will not touch questions now in political controversy. It is expected the excursion will take place the middle of September.



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, SEPTEMBER 2, 1916

No. 36

PHRASES amended—"Worth it's weight in gasoline."

\* \* \*

BAD LUCK does not exist: it is a ghost of the imagination that haunts bad judgment.

\* \* \*

IT IS now the innings of the Stove. Bring to the front the lordly range and the high-pedigreed gas-burner.

\* \* \*

THE Roumanians seem to be pretty good judges of just what is meant by the term "psychological moment."

\* \* \*

PREPAREDNESS is a new political watchword. How about preparedness against property decay? In other words, how about fall painting?

\* \* \*

FERDINAND Rex, in his capacity of business manager of Bulgaria Limited, will probably now be judged by his shareholders to have made rather a mess of things.

\* \* \*

THE AIM of every merchant should be to build out of the present rather hectic prosperity the foundations for the permanent prosperity that should follow the end of the war.

\* \* \*

ROUMANIA'S entry into the war has stimulated business in some directions. The pen stroke of a king in the Balkan Mountains effects in this way the pay envelope of a Canadian moulder.

## EFFORT TO BREAK STEEL MARKET

IN some quarters in the United States the assertion is made that an effort was made about three months ago to break the steel market. It is stated that practically all the jobbers united with a number of large manufacturing firms in the effort. The plan was to withhold all buying of steel and endeavor,

if possible, to break the prices. The jobbers and manufacturing firms could then enter the market and purchase at what they considered reasonable prices.

According to the *American Metal Market* a well-informed United States authority, it was expected, so the narrative runs, that two or three months would be required for the system to work out, but that by August, or the first of September at the latest, a readjustment in prices would have occurred.

It is not known whether or not there was such a widespread understanding that team work should be employed. All market observers, of course, recognize that about three months ago the steel market did become quiet. At the beginning of June the market was described as dull, after a long period of more or less feverish activity. The Steel Corporation's unfilled tonnage increased 500,000 tons in April and 100,000 tons in May, while it decreased 300,000 tons in June, and the June bookings, such as they were, may have been chiefly war steel, general export business and ship steel and other specific business in the home market.

Thus, whether there was an organized or an unorganized effort to restrict buying or merely a coincidence in the mental processes of buyers, acting entirely independently of each other, the result market-wise was the same. There was a great decrease in activity.

What has occurred is that the steel market has failed to yield. It is, from all indications, stronger than ever. One can hardly say that the dulness has itself made the market stronger, but it certainly has brought out very clearly the fact that the market is strong. Perhaps, through the mental influence, the market really has been made stronger, because the conditions have shown that the situation is entitled to more confidence.

## THE RETURNED SOLDIERS

IT is the fashion of the times for editorial writers who lack subjects of greater importance to dwell at periodical intervals upon our debt to the returned



soldier. And in doing this they merely voice the thought that at this period of our history is uppermost in the minds of a generous public. It is equally true that the amount of ignorance displayed in the problem is in direct proportion to the interest in it.

The returned soldier is not a statistic. He is a man, crippled by war in a way that all may see but with a new slant on life that is hidden to others and often to himself. The teachings inculcated in all men have in his case been completely upset by his experiences. He is literally a changed man and often for the worst. It is impossible for man to break one of the divine commandments and retain the same respect for the others.

War, without wounding the body may so wound the soul that there is a definite loss of the moral fibre. The struggle for the survival of the fittest is so keenly a part of the soldiers' existence that it cannot help but mark his character.

These facts must be considered as a vital part of the soldier problem. It is safe to say that all will require help, if not of money then of guidance, and of sympathy. But all will not be worthy on the basis of individual character. The measure of their worth must be decided not upon what they are but upon the extent of this thing they have done that has made them what they are. In other words, a man may prove an ingrate and a thief and still be worthy of kindly attention because the dreadful experiences of war have deadened his moral sense and made him thus.

In this connection it is worth while noting that already there are coming to the fore people who seek to exploit the returned men in a most despicable manner. The case of a man with one leg missing and the other badly injured and who draws a pension of \$16.00 a month is cited. In the search for employment—the wages offered were uniformly small and the question often asked was "How large is your pension?" The wage offer then was based on the size of the pension and reduced to the extent of the latter. This practice on the part of employers is said to have been quite general in Great Britain following the South African War. It is to be hoped that it will never be allowed a place in Canada.

#### A NARROW VIEW

NOT a few Canadian wholesalers are to-day having considerable trouble in pacifying retailers who complain that shipments of English goods are slow in coming forward. Many retailers do not appear to realize that we are now doing business under war conditions. They do not understand that the English manufacturers are confronted with unprecedented conditions. The wonder of the whole matter is that the English manufacturers have tried to do business at all under such trying conditions.

The manufacturers have been making a brave struggle, however, against tremendous odds. The following brief extracts are from letters received from Sheffield cutlery manufacturers this week:—

"We have had Government orders which kept us busy until the end of July. These orders had to be rushed through regardless of all others. There is great difficulty in getting ordinary commercial work done during these times."

"Our forgers and grinders are over military age, but the table blade smiths are of military age, and as such they are badged for army work only."

"Our butcher knife hafters are over military age, but the tables' and butchers' union has fixed such a high price for hafting that it is impossible to get ordinary butcher knives hafted."

"We lost several butcher knife hafters from our work shop as soon as war was declared and the men who replaced them would have left immediately had we tried to give them work which they did not want to take."

"Owing to the shortage of men the workmen are at present the masters of the situation."

"We have had the Government inspectors to the works twice this week and yesterday were told that two of our grinders must go."

"Regarding table knives we have several gross partly finished, but we have lost all our grinders for this class of work either by enlistment or munitions. Just now is a very anxious time because on the completion of Government contracts we will lose more of our men."

The foregoing refers to only a few of the minor difficulties facing the cutlery manufacturers.

The supply of steel hollowware was badly disorganized when the Government decided to equip the men at the front with steel helmets. The setting up of military tribunals, the Derby scheme, and the Military Service Act have severely affected English manufacturers. It is estimated that the male staffs are from 60 to 80 per cent. below normal, but the shortage has been supplied in part by female labor. Price fluctuations so far this year have been less violent than in 1915. There have been important advances on many lines of cutlery, tools, shelf hardware, domestic appliances, etc. The upward tendency of prices appears to be temporarily checked. But in view of the heavy demand for munitions and men, and the depleted stocks, there is little promise of an early reaction. The majority of retailers, having in mind the tremendous issues at stake, are making the best of the situation and are showing the manufacturers and wholesalers every consideration. There are still some who are taking a somewhat narrow view of the situation. This is caused no doubt by the retailers not being fully acquainted with conditions now prevailing in England.



# Cashing In On Topical Happenings

Exhibition Time is the Opportunity for Toronto Store—An Appeal to Tradesmen of All Kinds—Another Appeal to the Man in the Street—Making the Best of a Crowded City—Capitalizing, Too, on the Fact of Location.

**D**RESSING the window and arranging interior display with local happenings of importance in mind is the policy of the Aitkenhead Hardware Limited, Toronto.

An illustration of the method of the firm in question is the Canadian National Exhibition held for two weeks in Toronto.

For instance; the display man at this store figures out who amongst those coming to the city from out of town points for the Exhibition would be likely to come to the store. What class does the display man wish to attract by his window display? He decides there are two or three. There are tradesmen of many trades, grocers, butchers, painters and many more. Each of these men represents an opportunity for business. Since these men are out of town mostly and not often in the city, Aitkenhead Hardware Ltd., makes plans to capitalise them as and while it may.

The window is dressed accordingly. One thing which this class of customer is more or less sure to need is a knife. It may be a butcher's knife, a painter's knife, a knife for a grocer, a knife for any one of a dozen different trades. The back of the window features knives.

There is one other line equally important to the tradesman: tools. Here again there are several trades which need specific tools. The display man therefore dresses another window entirely with tools, for all trades. This window is further from the main thoroughfare. The idea is that most people coming in from Yonge Street would see the other window first.

More knives are probably sold than tools, since a knife is useful for anyone, while certain tools are needed by certain trades, while the average man who is not concerned with tools for his work does not buy a great stock of them. True, knives employed in various trades do not appeal to the general public, but the window featuring trade knives will feature some attractive pocket cutlery as well.

## Price Clearly Marked

There is one point worth bringing out about these windows dressed to appeal to this class of customers who is only occasionally in town and it is that every article is clearly priced, so the would-be customer need not hesitate because he is not aware of the price. The writer discussed this point with the window trimmer recently.

"We have found that a man is often attracted by something we have in the window, and if the price suits his pocket he will come in and buy it. He knows the price. He sees what the article looks like. There is no detail not clear to him from where he stands looking at the article in question. But supposing there was no price on it? Take a pocket knife as an instance. A would-be customer outside might like the look of the knife sufficiently well to buy it, if he knew it's price, but not well enough to bother to go in and ask information along this line. If the price were there he would probably buy. If it isn't there, though he likes the knife, it is too much trouble to go in and enquire its worth. So it pays in extra sales to write price tickets and have them attached to everything we show."

So much for the specific appeal. What of the average Exhibition visitor, the ordinary man in the street? how capitalise him?

## Showing Popular Lines

The method employed is to display lines. Most men would be interested in a window full of safety razors, ordinary razors, brushes and shaving tackle. The base of the window first referred to, which had a background of knives, is accordingly dressed with open blade razors, safety razors, both in case and out, strops, brushes and other et ceteras. Once more these are clearly marked as to price. The customer is in no doubt. No further inquiry is necessary. There is the razor. There is the price.

Hardware and Metal discussed the question of the choice of a line like this as one which would appeal to the average man.

"It is a matter of experience to us that men will always stop and look at a safety or open blade razor displayed," the writer was told. "For some reason or other it always makes a strong appeal. It is peculiarly a man's line, of course, and we have had display after display featuring it, and always made good as to results. We have used this 'Bait' with Exhibition visitors in former years and have been successful in selling a lot of extra razors which we would never have sold had the display not done half the work."

## Location Is Important

Another point to which this concern pays much importance to is the fact of its location. It is almost next door to a theatre, in and out of which men are

passing all the time. Most of them pass the store on their way to and from the theatre. A glance into the windows is entirely natural. Very often business results. Location is worth studying. It is a question of neighborhood and the kind of people found there. It is a question too of exact position, and whether as in this case—there is a special reason for assuming that there will be extra heavy traffic.

Aitkenhead Hardware Limited recognizes the value of these two considerations; (1) What is going on in the town and (2) its location near a theatre. It is axiomatic of the new order of salesmanship that considerations like these can be capitalised and turned to good account. The shop window under circumstances of this kind becomes more valuable. Its appeal is much more potent. Results prove it, as instanced in the foregoing.

The windows of this store, incidentally, are admirably fitted for good display. They are long, and deep, and stretch on either side the opening. Alterations made some months ago gave more space to window arrangements as well as more space for interior display.

## CATALOGUES AND BOOKLETS

### Watson's Screens

Watsons Ltd., Bradford, Ont., have recently issued an attractively gotten up, and well illustrated booklet featuring Watson's 20th century screens. The book contains some interesting data on the importance of screening. It also explains the Watson system in detail.

### TRADE NOTES

On Sept. 1 the Rub-On-Mfg. Co., in Buffalo, N.Y., changed its name to the Ellis-Smith Mfg. Co., Inc. The management and sales policy will not be changed. The change is made owing to the fact that the name no longer applies to the products which the company makes. The company specializes on auto turntable jacks, towing trucks, and valve re-seating tools.

Though the Canadian National Exhibition only dates back to 1879, the first Exhibition, from which the C. N. E. grew, was established in Toronto in 1846.



# Statement and Ledger on One Sheet

Counter Checkbook Used From Which Items are Copied to Statement Forms—Duplicates Kept of Both Statement and Ledger Forms—System of Keeping Accounts That Has Given Satisfaction to User.

**T**HERE is a tendency among retail merchants to conduct their business without an adequate system of determining their costs, declares the Federal Trade Commission of the United States in an introduction to a pamphlet on "A System of Accounts for Retail Merchants." Nor does that condition of affairs apply to that country more than to Canada.

cover overhead is to find the average ratio that the operating expenses bear to the sales. For instance if the sales for the year were \$25,000 and the expense of conducting the business was \$5,000, the overhead was one-fifth, or twenty per cent. Add to this the desired percentage of profit, and deduct the total from 100, and this will give the percentage the invoice price bears to the

the profit be as great as possible. "To ascertain the turnover divide the cost of goods sold during the year by the cost of the average stock carried."

Four books are suggested to operate the system of accounts that is advised. Journal, General Cash Book, Invoice Book and Ledger. "From these books certain statements, particularly a monthly summary of business, a profit

## GENERAL CASH BOOK.

A Debit—						B Credit—							
Date, Name of Description Acct.	L.F.	Collections on Accts. Rec.	Cash Sales	General Accounts	Date	Name of Acct.	Description	Check No.	L.F.	Disct. on Purchases	Payments on Accts. Pay.	General Accounts	

## INVOICE BOOK.

Date of Entry	Date of Invoice	Invoice No. of	From whom Purchased	Address	Ledger Folio	Amount of Invoice
---------------	-----------------	----------------	---------------------	---------	--------------	-------------------

Several objects, beyond the natural personal one, should impel the merchant to such a system. One is that the banks are paying more attention than ever before to the accounting systems of the merchants, and if a retailer can show definite progress from accurate records in his books, credit is much more likely to be forthcoming. One of the points to which the banks give special attention is whether the prospect for a loan makes proper provision for depreciation in certain portions of his stock, his fixtures, etc. The steady advance in the cost of doing business makes it more than ever imperative that the merchant should know exactly what it costs him to do business, what are his real profits, what each department of his store is doing by itself, or else, ignorant as to the weak points in his business, he may lose out in competition with rivals who are better informed.

The Commission in order to assist the merchants in introducing a proper system suggests a number of forms that will furnish the required information with the least effort.

One of the points, in fact the essential one is that there be definite knowledge of the overhead expenses. Many merchants have only a hazy idea of this with the result that often goods are sold actually at a loss.

### How To Figure Out Selling Price

The most convenient way of arriving at the proper percentage that must be added to the first cost of the goods to

selling price. For instance, if the overhead is 20 per cent. and the profit desired is 10 per cent., subtracting from 100 gives 70 per cent; that is if the invoice cost is 70 the selling price will be 100. This is vastly different from saying that if the cost price is 100 the selling price will be 130. To get 100 from 70 as a starting point you must add 42 6-7 per cent. making it ten-sevenths, whereas if the cost is taken as 100 you add only 30 per cent., which does not nearly cover the overhead and the profit desired.

### Turn Stock as Often as Possible

Another point emphasized by the Commission is that the stock should be turned as often as possible in order that

and loss statement, and a balance sheet should be prepared at definite periods in order to present the results in comprehensive form."

### The Journal

The ordinary two-column journal can be used. The opening entry is an inventory of assets and liabilities. The totals of the charge sales as shown by the sales checks should be entered in the Journal, debiting Accounts Receivable and crediting Sales. The totals of the credit tickets are also entered in the Journal, debiting Sales with returns, and Sales Allowances with price concessions, and crediting Accounts Receivable. Other items to be entered are those that do not go through the Cash

## MONTHLY SUMMARY OF BUSINESS, 1916.

	Net Sales.			Buying expense.		Selling expense.			Delivery expense.		General expense.										Total Expense.	Per cent of Net Sales.
	Credit.	Cash.	Total.	Salaries and Wages of Buying Force.	Miscellaneous Buying Expense.	Salaries and Wages of Sales Force.	Advertising.	Miscellaneous Selling Expense.	Salaries and Wages of Delivery Force.	Miscellaneous Delivery Expense.	Management and Office Salaries.	Office Supplies and Expense.	Insurance on Stock and Store Equipment.	Taxes on Stock and Store Equipment.	Losses from Bad Debts.	Miscellaneous General Expense.	Rent.					
Jan. ....	\$3,356.31	\$1,301.65	\$4,657.96	\$25.00	\$14.00	\$177.33	\$30.00	\$3.75	\$102.67	\$8.08	\$200.00	\$22.03	\$1.61	\$1.30	\$13.56	\$26.79	\$71.25	\$787.57	16.9			
Feb. ....																						
Mar. ....																						
Apr. ....																						
May. ....																						
June. ....																						
July. ....																						
Aug. ....																						
Sept. ....																						
Oct. ....																						
Nov. ....																						
Dec. ....																						
Total.																						
Per cent of Net Sales.																						

FORM A.



tios. The figures are taken from the ledger.

## The Ledger

The accounts in the Ledger should be arranged in the following order: 1.—General Accounts; 2.—Accounts with Trade Creditors; 3.—Accounts with Trade Debtors. Accounts with trade creditors and with trade debtors should be arranged alphabetically, using preferably a loose leaf ledger. When the volume of business permits it is advisable to use three ledgers, a general, a purchase and a sales ledger, keeping controlling accounts of the purchase ledger and the sales ledger in the general ledger. Where only one is used it should be divided into three sections.

All payments for expense items other than petty cash should be entered on the Cash Book as made and posted therefrom to the proper accounts.

Posting the ledger therefore must come from four sources, the cash book, the invoice book, the sales and credit slips.

## Monthly Summary of Business

The form reproduced here will be found very useful for monthly and yearly comparisons of expenses and ra-

### Profit and Loss Statement

The amounts for making up this statement can be had from the ledger and the trial balance. It is made up at such time as the inventory is taken.

## KILLED IN ACTION

Private Elmer Wadham, who before the time of his enlistment was employed by the Toronto Hardware Company. He was a member of the 4th Battalion, Canadian Mounted Rifles. His father, Private I. Wadham, is also with the Canadian forces, being in the 124th Battalion. He was also employed by the Toronto Hardware Company. Private Wadham was barely eighteen years of age, and was killed in the fighting at Zillebeke. He was first reported missing but has now been officially reported killed.

## A SALAD MIXER.

An attractive circular illustrative of the Universal Mayonnaise Mixer has come to hand from Messrs. Landers, Frary & Clark, of New Britain, Conn. The machine is particularly useful in these salad-consuming days. It allows accurate measuring, and perfect mixing; is easily cleaned and rust proof. It may also be used as a cream whipper or an egg or batter beater and will not splash.

BALANCE SHEET, JAN. 31, 1916.

	Sales.			\$4,659	96	Perc't.	Perc't.
	Less Sales Allowances.			2	00		
	Net sales.			4,657	96		100.0
	Inventory of merchandise at beginning.	\$3,451	09				
	Merchandise Purchases (cost delivered at store).	2,759	67				
		6,210	76				
	Deduct inventory of merchandise at closing.	\$3,062	17				
	Less Stock Depreciation.	153	11	2,909	06		
	Net cost of goods sold.					3,301	70
	Gross profit from trading.					1,356	28
	BUYING EXPENSE.						
	Salaries and Wages of Buying Force.	25	00				
	Miscellaneous Buying Expense.	14	00				
	Total buying expense.			39	00		0.8
	SELLING EXPENSE.						
	Salaries and Wages of Sales Force.	177	33				
	Advertising.	30	00				
	Miscellaneous Selling Expense.	8	75				
	Total selling expense.			211	08		4.5
	DELIVERY EXPENSE.						
	Salaries and Wages of Delivery Force.	102	67				
	Miscellaneous Delivery Expense.	8	06				
	Total delivery expense.			110	75		2.4
	GENERAL EXPENSE.						
	Management and Office Salaries.	268	00				
	Office Supplies and Expense.	22	03				
	Insurance on Stock and Store Equipment.	1	61				
	Taxes on Stock and Store Equipment.	2	50				
	Losses from Bad Debts.	33	56				
	Miscellaneous General Expense.	26	79				
	Rent.	71	25				
	Total general expense.			426	74	787	57
	Net profit from trading.					568	69
	INCOME FROM OTHER SOURCES.						
	Interest.	17	09				
	Cash Discounts on Merchandise Purchases.	6	55				
	Rent income (net).	16	52			7	98
	Miscellaneous Outside Income.	2	00				
	Total net profit.					570	67

ASSETS.							
CURRENT ASSETS.							
1	Cash on hand and in bank.....			\$1,611	67		
2	Notes Receivable—Trade Customers.....			191	84		
3	Accounts Receivable—Trade Customers.....	\$3,518	81				
4	Less Reserve for Bad Debts.....	33	58				
	Inventory of merchandise (at cost).....			3,485	25		
5	Prepaid Insurance.....			2,909	06		
6	Accrued Interest Receivable.....			100	14		
					71		
	Total current assets.....					\$8,298	67
FIXED ASSETS.							
7	Store Property.....	4,500	00				
8	Warehouse Property.....	1,975	00				
		6,475	00				
9	Less Reserve for Depreciation on Store and Warehouse.....	26	98				
				6,448	02		
10	Store Equipment.....			272	71		
11	Office Equipment.....			74	37		
12	Delivery Equipment.....			396	67		
	Total fixed assets.....					7,191	77
	Total assets.....					15,490	44
LIABILITIES AND CAPITAL.							
CURRENT LIABILITIES.							
13	Notes Payable—Trade Creditors.....	1,210	50				
14	Notes Payable—Banks.....	900	00				
15	Accounts Payable—Trade Creditors.....	3,685	72				
16	Accounts Payable—Others.....	485	00				
17	Accrued Interest Payable.....	19	23				
18	Accrued Salaries and Wages.....	82	00				
19	Accrued Taxes.....	7	75				
	Total current liabilities.....			6,390	20		
21	Mortgages Payable (warehouse).....			1,250	00		
	Total liabilities.....			7,640	20		
22	Proprietor's Capital Account.....			7,850	24		
	Total liabilities and capital.....					15,490	44

FORM C.







# EVENTS IN THE TRADE

## PERSONAL ITEMS

O. E. MacQuoid, succeeds Walter Beech, representing the F. R. Murray Co., Vancouver, B.C. in the West.

F. G. Crawford, formerly with Gaults, Ltd., Winnipeg, has bought the business of the Chesholm Cheekly Co., general Merchants, Innisfail, Alta.

William Hall representing Spear & Jackson, Ltd., Sheffield, Eng., is calling on the trade in Canada enroute to the Far East.

Mr. Lawrie, travelling representative of the Simmon's Hardware Company, St. Louis, was in Saskatoon recently. He reported a great improvement in that territory from last year, and that his firm like all others were having difficulty in getting goods to fill orders.

J. A. Gilhuly, formerly in business at Arden, Man., is now covering Winnipeg and East to Fort William for the Gurney North-west Foundry Co., Winnipeg. Mr. Gilhuly was formerly with the Pease Western Foundry Co., Winnipeg.

## A NEW FIRM

Galt, Ont.—The new building of the Roelofson Machine Tool Co., is nearing completion. The management expect to move the machinery into the building this week and before long to have the plant in full operation.

## DEATH OF SENATOR F. T. FROST

Smiths' Falls.—Hon. Francis T. Frost, President of the Frost & Wood Co., passed away on Friday very suddenly. He had been in failing health for several years, but maintained his interest in life until the very end. For years he has figured prominently in the public life of his country.

## NEW PLANT FOR NIAGARA

The Perfection Tire and Motor Company, manufacturers of automobile tires and mechanical rubber goods, intend to build a factory at Niagara Falls. They will do this if the ratepayers will ratify a by-law, which will be submitted to them in three weeks, to the effect that the company will be given the usual fixed assessments for a period of ten years.

## GUELPH INDUSTRY CHANGES HANDS

The Partridge Rubber Company of Guelph, has taken over the business of the Standard Tire and Rubber Company of that city. They also intend to transfer the Montreal business, which has been engaged in the manufacture of all sorts of small druggist rubber goods, to Guelph.

## GENERAL MANAGER APPOINTED

The appointment of a managing director and general manager of the newly-organized company, The Port Hope Sanitary Manufacturing Co., in the person of Fred. Armstrong, Toronto, will be of interest to many readers of Hard-



FRED ARMSTRONG

*Appointed Managing Director and General Manager of the Port Hope Sanitary Manufacturing Co., Ltd.*

ware and Metal. Mr. Armstrong has been engaged in the sanitary heating, electrical business, and is otherwise known to the hardware trade for over 30 years in Toronto. He is a very public-spirited man, Conservative in politics, and was mentioned at one time as a possible candidate for the seat vacated by the death of Hon. J. J. Foy. But evidently business pulled harder than politics and Mr. Armstrong will no doubt be fully engaged from now on in his new capacity.

## GASOLINE EXPLODED IN LISTOWEL WAREHOUSE

Listowel.—The business section of the town was seriously threatened this afternoon, when Adolph's Hardware accidentally took fire. The spectators were given quite a scare when two tanks of gasoline exploded. In spite of the intense heat, one large drum of gasoline failed to explode. Goods destroyed included many tons of wire, a ton of twine and considerable roofing material.

## BUSINESS CHANGES

J. A. Jochem has withdrawn from the firm of The Hilk River Hardware Co., Milk River, Alta. F. J. Coates continues.

Cobourg, Ont.—After Oct. 1, the business which has been conducted for 25 years by A. R. Dundas will be known as Dundas Bros. W. H. Dundas who has for some time had the active management of the business becomes a partner.

## DOING BUSINESS IN TENT

Following the big fire at Cochrane, Ont., the George Taylor Hardware Co. lost no time in opening a new store. The Taylor store, as well as all other stores and residences in the town, was wiped out by fire. Within two days, two cars of goods had been shipped into the fire swept district, one car from the company's Cobalt store and another from the new Liskeard store. A large tent was erected and the interior fitted up with shelving, rough counters, etc. Business was going on as usual three days after the big fire. The Taylors are pioneers of the North and can always be depended upon in an emergency. A story telling how they built up their big business in the North country appeared in the March 18, 1916 issue of Hardware and Metal.

Taylors have recently taken on the agency for a line of machinery including windmills, farm engines, etc. They are selling cream separators on a cash basis. They are now contemplating adding a line of farm implements which will be sold on a strictly cash basis. Prior to the big fire the Cochrane business of the company was conducted on a strictly cash basis.



### A NEW INVENTION

Renfrew, Ont.—Harry Gilliland of Carleton Place has invented a new style of hose coupling and has submitted it to the Waterous-Engine Works Company at Brantford with the result that they are going to give his appliance a trial.

### HONORS FOR ROSTHERN GUN CLUB

Rosthern, Sask.—The secretary of the local gun club, Frank S. Rouleau, received a handsome loving cup on Tuesday. The cup was donated to the club in each province having the largest number of beginners at their annual beginners shoot. The Rosthern Club won it at their 1916 Beginners shoot.

### A TRAGEDY AVERTED

Sarnia, Ont.—One of the eight cars carrying the members and luggage of the Sparks-Withington Company of Zancoes, of Jackson, Mich., to Toronto Exhibition, suddenly swerved from the road and started to plunge over a thirty foot embankment at Marine City. The hind wheels caught on the edge and held the car, enabling the occupants to crawl to safety.

### COMPANY HAS SECURED BIG ORDERS

Hamilton, Aug. 26.—The Oliver Chilled Plow Company has received very large export orders from South America and South Africa. The filling of these orders presents a serious difficulty to the firm owing to the scarcity of labour. Three of the company's finest grade of plows have been forwarded to the fire zone in Northern Ontario and were heartily welcomed there.

### SEASONS FOR HUNTING GAME

The following seasons for game are set forth in statutes passed last session by the Ontario Legislature, on the recommendation of the Fish and Game Commission; Woodstock, open season from Oct. 15 to Nov. 15; partridge, closed season until Oct. 15, 1918; ducks, snipe and plover, open season Sept. 15 to December 31; hares may be taken by any means between Oct. 15 and Nov. 15, and between Dec. 23, and Jan. 2, and may be taken by any other means than shooting at any time. Cotton tails may be taken killed or destroyed in any manner by the owner, occupant or lessees of any lands upon which they cause damage; black and grey squirrels, close season for three years in the county of Wellington.

## Views of Recent Picnic Held by Toronto Hardwaremen



The picnic held by Toronto hardwaremen at Lambton Park on August 23 was a big success. Above views were taken by a Hardware and Metal representative, but the time was too short to have cuts made to appear with account of picnic which appeared in last week's issue. Top picture shows line-up of automobiles at Queen's Park in readiness to start. The string of autos extends for a considerable distance to the left at the rear. Middle snapshot shows line-up for the race for merchants' wives. Bottom picture shows the array of prizes as arranged on a long table for distribution. There were many fine prizes distributed.



# NEW HARDWARE GOODS

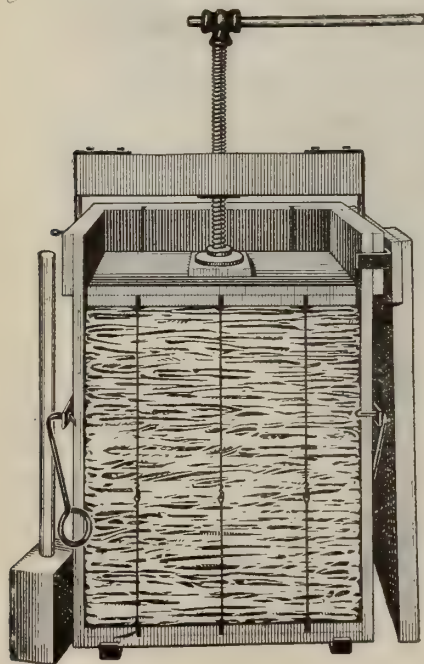
## OFFERED TO CANADIAN HARDWAREMEN

### UNLUCKY FOR BURGLARS

The Safe-tee Novelty Company, Inc., 1038 Fifth Ave., New York, offer a Ventilating Window Sash Lock which it is claimed, is burglar proof. It is a simple device without key or parts to lose and promises to lock both sashes in any position, thus allowing ventilation of rooms; to fit all windows; to prevent rattling of windows. It is evidently easy to adjust, simply being screwed up tightly by hand. The firm supply dealers with an easel for counter or window display and other advertising material gratis. The article goes by the name of the No. 13 Window Lock—unlucky for burglars.

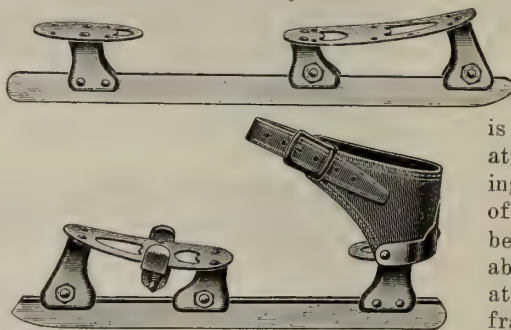
### PAPER BALER

The Leigh Banana Case Company, Chicago are general agents for a Merchants Paper Baler, made by the Crane Manufacturing Company, Galesburg, Ill. Messrs. Stephenson, Blake & Co., of Toronto, are taking over the Canadian manufacture. The Baler serves as a bin, having a large open top and thus puts a value upon all scrap paper with no loss of time or labor. Each baler is fitted with a hook for handling bales, a time-saving tamper, a lever for screw, and wire for baling 1,000 lbs. of paper. A supply of literature on the subject together with instructions will be furnished by the manufacturers or their agents.



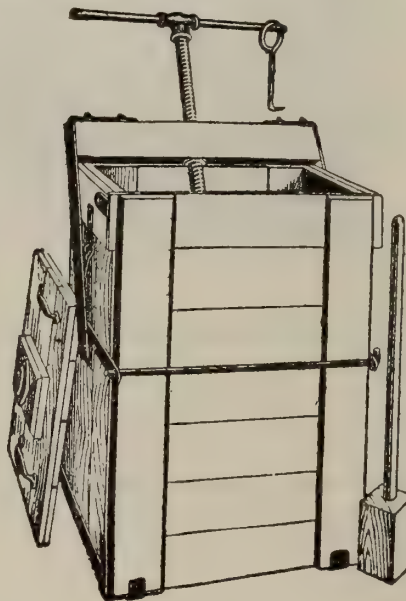
### EXTENSION SKATES

From the Conron-McNeal Company of Kokoma, Indiana, may be had an extension ice skate. The "Conron" is constructed to adjust to any size of shoe by means of two nuts which lock the sliding sole plate in position on the



runner. This does away with the necessity of the dealer carrying a large stock of sizes, some of which are in much

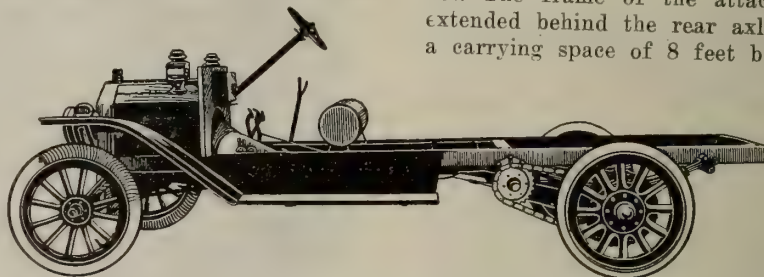
greater demand than others. There are four sizes only, men's, ladies', girls' and boys', thus the growing children may adjust their skates; they do not outgrow them. Repair parts may be had



separately. These extension skates come in the hockey and semi-hockey types as well as the screw toe clamp style and in the highly polished, nickel plated, or hand tempered nickel plated finish. All have cold rolled steel plates and supports.

### TRUCK ATTACHMENT

The Wood Motor Company of Clinton, Ont., are making what is known as the "Wright" truck attachment, specially built for using with Ford Cars. By means of this attachment a Ford car can be converted into a delivery truck capable of carrying a load of one ton. The attachment consists of a rolled steel frame which is secured to the chassis of the car, and is fitted with a Ford rear axle and rear wheels, 32 in. x 3½ in. chain drive; the tires being of solid rubber. The frame of the attachment is extended behind the rear axle to give a carrying space of 8 feet behind the



drivers' seat. An important feature of the attachment which it is claimed is particularly desirable for country roads, is the trend of the wheel which is the same as that of the front wheels, namely 56 in. The following specification covers other features of the attachment not already referred to:—

Normal load capacity 2000 lbs; maximum speed on level, 18 miles; wheel base 122 in.; turning circle "diameter," 41 feet; road clearance, loaded, 14 in.; weight complete with Ford chassis 2050 lbs.; frame, four inch channel rolled steel; axle, 1¾ in. square, equipped with roller bearings; springs, two semi-elliptical, 42 in. long, 2¼ in. wide, ten leaves; sprockets, steel, 22 teeth on jacket shaft, 42 teeth on rear wheels; chain, heavy roller type, 1¼ in. pitch; diameter of roller ¾ in.; width of roller ⅝ in.; wheels two inch spoke, 32 x 3½ in.; tires 32 x 3½ solid rubber pressed on type, S. A. E. standard; brakes, steel drum, 12 in. diameter 2½ x 3-16 lining controlled by foot brake; Ford hub brake on jack shaft.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

The end of higher prices for hardware is not yet in sight. Despite the many extraordinary advances which have taken place during recent months, a new budget of changes is announced each week and predictions are made of more to follow. This week has been no exception and several important changes have been announced. New and higher prices have been issued on clothes wringers following the recent withdrawal of prices. Other lines on which advances have been made are carpenters' chalk, hand saws, boiler plates and tubes, grinders, wrapping twine, lamp wick, shelf hardware lines, shears, tree pruners, canvas belting, some lines of building paper, sand screen. Linseed oil is considerably weaker and unsettledness will prevail until all danger of damage to the Western crop has passed. Trade in metals is seasonably good and prices in Canada are low when compared with prices in the United States. Wire goods are firm and some further advances would not come as a surprise. Fall booked orders are now being shipped. The retail trade is ordering freely, but in small lots. The outlook for fall trade is very satisfactory. The advent of cooler weather has created a demand for some lines of fall goods. Reports from Western Canada state that with harvesting in full swing, a slight falling off in business has been noticeable. Reports of low yields, damage, etc., have as yet had very little effect on the amount of business being done.

### MONTREAL

**M**ONTREAL, Sept. 1.—Prices in the local metal market have been undisturbed this week. Most of the primary markets have shown manipulating tendencies, due to the pressure of the various speculating syndicates, but the greater proportion of the stocks in metals are in too strong hands at present for any serious rocking of the boat, and for one week at any rate local houses had no need to revise their prices in any direction. Expressions of relief have been general over this. The dislocation of changing price lists has been avoided, while customers have not been irritated, and their orders not cut by the statement. "Another advance this week, my friend." As one well known jobber said: "A period of rising prices puts a severe strain upon the friendship of a customer. He begins by calling you by your Christian name, and finishes by Mistering you."

Of course, a rejoinder to this could be found in the fact that if merchants had been more liberal in their buying, and not kept so close to their immediate requirements, visits to the wholesale house need not have been so frequent, and any slight reaction could have been taken

advantage of. Still when markets forget their good behavior, and go jumping all over the place, it is not easy for the average buyer to know what is the best thing to do. An average amount of buying has occurred, the orders generally being on the small side, but fairly steady in character. The increase in lead stimulated business a little, especially on the part of those who were very short, and did not want to be caught on a rising market.

A little sidelight, bearing on the bullishness of the markets, is shown by the statement that copper and zinc to the value of \$2,257,254 was exported to the Old Country from the Kootenay district alone the first half of 1916, compared with \$797,392 in the same period last year.

### Heavy Demand for Iron and Steel

With no break in the demand for iron and steel, the situation is just as much of an impasse as it was, and as it is likely to be for some time. Mills are booked up for months ahead, and the manager of the local office of a big corporation humorously said that he was thinking of shutting up the place except for the office boy to open the correspond-

ence and file it away, and give the staff a long holiday. There would be a saving of electric light. It was almost ridiculous to take orders when they were so booked up. This comment shows how congested the situation is. Not only have orders from shell plants been heavy, but the smaller domestic and purely mercantile demand has been good—so good, in fact, that in pre-war times it would have been a matter for congratulation. Unless there is an interruption to the shell call, hardware merchants will probably have to face much higher prices on their steel goods.

### Pig Iron Demand Heavy

Pig iron is unchanged, with the demand heavy, and makers not looking for further orders just at present, especially in the steel grades. Increased activity in the States is reported, and this will also tend to react here. Apart from the foundries having the time of their lives, the situation is not worth further comment.

### Copper Unchanged

Copper continues locally at 29c to 29½c, with the demand on the light side, as only to be expected at this period. The putting through of another big buying deal this week for England and France by the Morgan interests is expected ultimately to affect prices. All the large selling interests in New York are expected to come in on this, and it is understood that deliveries will run through the first half of next year, and that the price will be between 25c and 26c.

### Spelter in Fair Demand

Spelter is unchanged at the price of 18c to 18¼c for small lots. Fair buying has been reported, with an improvement in inquiries for future deliveries. This latter is apparently due to the firming up of the market, and the possibilities of further advance in prices.

### Sheet Zinc Steady

Sheet zinc continues steady at the price of 25c to 25½c. According to reports from primary markets, the situation in zinc is more staple, especially with the steadying of spelter, and several months of improved business is anticipated. Orders locally have been on the small side, but inquiries as to future delivery have increased.



### Lead Firm at Last Advance

The lead market locally remains strong at last week's increase. The demand has improved a little, and inquiries seem anxious as to future conditions. New York and London remain firm, and there does not seem so much stock on hand, although this may only apparently be the case.

### Antimony Improving

Antimony continues colorless, with a fair seasonable demand. Fall inquiries are improving. The market is steady, although not strong, at 19c to 19½c.

### Solder Unchanged

Solder is firm, with a fair demand. The orders are on the small side, but come in regularly showing that stocks in users' hands are low, and that immediate requirements have to be met by fresh orders on the jobbers. Prices are unchanged.

### Hardware Price Changes

Cotton wrapping has advanced 2c, the three-ply being 30c and the four-ply 34c. Diston files are now 60 off instead of 65. The advance in wringers, predicted by Hardware and Metal, has come into force, and the increase is 5 per cent. Hay wire is very scarce, and orders have been heavy from the farming districts. In fact, it has been difficult to meet them. The rush is expected to last for another two weeks or so. Higher prices are expected any day on black sheets. Tin plates continue short, and jobbers are at their wit's end to meet the demand. Babbitt, brass lines, sheets, and tubes are firm, but unchanged.

The demand generally is quiet, and the customary early fall quickening is conspicuous by its absence. Inquiries are freer, but there is no visible tendency to get in on the buying quickly, so that, on the principle of the early bird catching the worm, merchants may have their goods on hand ready for the opening of the fall buying demand. One word of advice. The progress of the railway trouble across the border should be watched carefully. It is pregnant with importance to hardware men in so many lines.

### Wringers Higher

The new list on wringers has been issued, and is subject to a discount of 50 per cent. List prices are shown in current quotations.

### Wire Nails Firm

The market is steady and unchanged at \$3.85 base. Fair buying is noticed. It is expected that with the fall, when there is usually an improvement in the building, that the demand will increase. Building permits locally seem to show that the fall will see an improvement. In this case builders' hardware, which

has been so dead, should also be encouraged.

### Screws Unchanged

Screws continue unchanged, with a continuance in the congestion. Orders are split up as much as possible, and the effort is made to give everyone some to go on with. The situation is not pleasant, but with conditions as they are, nothing else is possible.

### Wood Handles

Now that the recent advance has been fully digested, orders have improved, and a fair amount of stock is moving. Merchants generally do not appear to be carrying heavy supplies. We quote second growth ash hay fork, manure fork, shovels, spade, hoe and rake handles, 30 per cent. extra. Extra ash, 40 per cent.; No. 1 ash, 45 per cent.

### Lead Pipe Unchanged

Lead pipe continues unchanged, despite the fact that the strength of the raw metal was expected to produce a change. It is evident that stocks were too heavy for the market to respond quickly. A fair amount of business is reported with the city ordering naturally heavier than the rural. We quote lead pipe at 12c and waste at 13c.

### Iron Pipe Unchanged

The market is firm, with no change, although rumors are still floating around of the probability of one. Users, therefore, should watch the situation carefully. There appears little relief in the despatch of orders, manufacturers still being behind. Prices are given in the current quotations.

### Improved Demand for Tacks

If anything the demand has improved for tacks, many merchants not being inclined to be caught on any further rise in prices. Still it is apparent that the buying is very cautious, and in many cases only for immediate needs.

### Stoves and Ranges

The ordering is still on the slow side, although travellers report increased inquiries as to the situation, immediate and future. It is evident that merchants are feeling their way, and a seasonable stimulus in buying is expected at any moment. Here again it would be wise to consider the situation carefully. Present orders can be handled all right, but manufacturers will not commit themselves as to the future, either as to delivery or as to prices.

### TORONTO

**T**ORONTO, Sept. 1.—Business in all hardware lines during the past week has kept up well. There is an uncertain feeling in the trade generally over the prospect of the railway strike in the United States. Even under the present conditions shipments are

poor. Aggravation caused by a strike would make things serious and disorganize business not alone in the United States, but in Canada as well. There is a feeling abroad, however, that it will be next to impossible to let things go to such a pass that a strike will actually ensue.

There have been some changes in prices during the week, with the tendency all upward. Linseed oil is slightly weaker in tone. Turpentine holds firm. The price of wringers has been advanced according to the new lists that have been issued by the manufacturers. On one line of saws there have been advances of 13.3 per cent. and 21½ per cent. Cotton wrapping twine has gone up 2c per pound. Some of the metals have advanced, as have boiler plates, grinders.

In most lines there is a holiday feeling abroad, aided and abetted by the Canadian National Exhibition. Some of the houses take their travellers from the road and wait until people get settled into ordinary affairs again. This spirit apparently pervades the entire province, as business in paints and oils are limited while the Exhibition is in progress. Jobbers look forward to a good trade this fall, and are not uneasy because people are taking a holiday at the present time.

### Roumania's Declaration Affects Metals

Business locally in ingot metals is seasonably good, and compares favorably with the corresponding period of previous years.

Reports from the United States indicating the entrance of Roumania into the war on the side of the Allies caused delay in the placing of orders. Early last week there was considerable talk of large new orders about to be placed for shells, steel, etc. Metals practically all advanced sharply, and it was felt that the war would continue for a long period. Roumania's participation has created a feeling that the duration of the war will be appreciably shortened. The entire market in the United States appears to be awaiting further developments, and there is a tendency towards making concessions on futures.

### Tin in Good Demand

There is a good local demand for tin and the market is firm. The cheapest tin available in the United States is for delivery in January, February and March, 1917. The local price is considered low when U. S. prices, duty and freight are taken into consideration. The local market is firm at 43c lb.

### Copper Low in Price

It is claimed by local metal merchants that copper locally is very low in price when compared with U. S. prices. Despite the low price, there is very little demand, and trade is exceptionally quiet. Locally the prevailing price is 29c.



### Spelter Has Declined

The spelter market has eased up considerably, and prices this week are considerably lower than those of last week. The United States market is quiet and easier. The local quotations range from 11½¢ to 12¢ lb.

### Lead Slightly Higher

Following the recent advances on lead in the U. S., local quotations have advanced ¼¢ per lb. There is a fairly good demand, largely for munition making. United States reports state that the lead ore market is strong, but the strength is almost entirely in sympathy with the advance in metal prices. It is stated that the supply of ore is ample for all requirements. In some quarters lower prices are expected in October. Locally the ruling quotation is 9¢ lb.

### Antimony Unchanged

Antimony is quiet, following the advance of last week. The market, if anything, is slightly easier locally, and the prices asked range from 16¢ to 17¢ lb.

### Aluminum Still High

Aluminum remains steady and unchanged, with a fair demand. Quotations still range around 68¢ per pound, being four times the price prevailing prior to the war.

### Iron and Steel

Iron and steel mills are still running to full capacity, with prospects of continuing so for at least six or eight months. They are now in a position where they can pick and choose their orders. Owing to the heavy export demand which the mills have undertaken to meet, contracts for domestic needs are rather hard to place. The demand for steel for shell making continues heavy. There is a heavy demand for other grades of steel for various purposes. The local price on bar iron is \$2.90 base.

### Heavy Demand for Pig Iron

The demand for pig iron continues heavy. The heavy production of steel assures a big demand for pig iron for the balance of the year. Hamilton is quoted at \$24 and Victoria No. 1 at \$25 ton.

### Grinders and Shapers Higher

There is an active demand for munitions equipment, and some interesting inquiries for machine tools for shell manufacturing plants are being received. Some American manufacturers of grinders and shapers have advanced their prices 10 per cent., and there is a possibility of an advance on planers in the near future.

### Boiler Tubes Advanced 10 to 20 Per Cent.

A sharp advance, predicted in last week's issue of Hardware and Metal, has taken place in the price of boiler tubes. The new quotations are approxi-

mately 10 per cent. higher on the larger sizes and 15 to 20 per cent. on the smaller sizes. New prices are shown in the current quotations. The tube market is very firm, and materials continue high in price. Some mills state that they are sold out for eight to ten months on locomotive and boiler tubes.

### Boiler Plates Up 25c

Boiler plates have advanced 25¢ per 100 lbs., due to heavy demands from shipyards and boiler makers. Some mills have their output sold for this year and hold contracts for delivery during the first half of 1917. New prices are shown in the current quotations.

### Wire Products May Advance

Despite the many recent advances, it is predicted that further advances will take place in wire products in the near future. The domestic demand is not heavy, but there is a heavy export demand.

Predictions are heard that there will shortly be an advance in woven wire fence. It is expected that an advance will take place in the United States and

### NEW DISCOUNT ON LIGHT HINGES

A new discount has been put into effect on light strap and tee hinges this week which provides for 40 per cent. off list as opposed to 45 per cent. formerly. This will raise the price of light strap and tee hinges as well as the heavy grades. Following is the list prices:

	Strap	Tee
3-inch, doz. prs. ....	\$1.00	\$1.00
4-inch, doz. prs. ....	1.20	1.00
5-inch, doz. prs. ....	1.40	1.30
6-inch, doz. prs. ....	1.70	1.50
8-inch, doz. prs. ....	2.50	1.80
10-inch, doz. prs. ....	3.50	2.40

will follow here. Prevailing quotations on wire are shown in the current market quotations.

### Canada Plates Vary in Price

A great many prices are being quoted on Canada plates. Some local quotations are as low as \$4.10 on ordinary and \$4.40 for bright.

### Tin Plates Scarce and Firm

There is a continued heavy demand for tin plates and some of the largest buyers are having difficulty in covering for their requirements. There has been some inquiry for first quarter and first half of 1917 but prices have not yet been fixed for these periods. The canning season is now in full swing and the demand is heavy. Prices are shown in current quotations.

### Advances on Shelf Goods

Advances ranging from 10 to 20 per

cent. have taken place in quotations on the following lines: plated steel butts; corner irons; door bolts; chest handles; safety hasps; barn door hangers and track and brackets; parlor door hangers; trap door rings; cellar window sets; sash lifts; door handles; latches; stay rollers; foot scrapers; harness hooks; mops; steel whiffletrees; neck yokes and double trees; table hinges; blend butts; chest hinges; wrought staples; hasps and staples; gate hooks and staples; back flaps.

### Big Advance in Wringers

The various Canadian manufacturers have issued new lists on wringers and washing machines, as predicted in these columns a few weeks ago. Old lists were withdrawn and the new lists now issued take the place. The new list provides for a 50 per cent. discount from list. The price on the whole is considerably higher than the old list, the advances being principally on the one and two-year grades, while on the three and five-year grades the new prices are practically the same as those prevailing heretofore.

### Saws Up in Price

On the line of saws manufactured by Shurley & Dietrich, of Galt, the discount list has been changed to 15 per cent. on hand saws, rip saws, pruning saws, compass saws and butchers' saws that formerly carried 25 per cent. and 30 per cent. discounts. In the instance of the saws that carried a discount of 25 per cent. formerly, the new price is 13 per cent. advance, while on the lines that formerly were 30 per cent., the advance is 21½ per cent.

### Wrapping Twine Up 2c

There has been an advance of 2¢ per pound on the three and four-ply cotton wrapping twine. The new price quoted is 34¢ for 3-ply and 38¢ for 4-ply. There has been a good demand for wrapping twine. Raw materials for the manufacture of this commodity are scarce at the present time. Trade is good in nearly all lines and there is a reflex of this condition in the amount of wrapping twine that is being used. All twines are holding firm. In binder twine the demand is falling off at the present time. There have even been some orders offered for binder twine for spring delivery, but the manufacturers have refused to book so far ahead. The sisal market is a very uncertain quantity and they do not care to take chances on the market in twine so far in the future. Some of the manufacturers were caught this past year by booking orders last year for delivery this spring. They do not intend to lose out again in the same manner this year.

### Carpenter's Chalk Advances

There has been an advance of approxi-



mately 70 per cent. on carpenter's chalk, necessitated largely by the increase in dyestuffs used in the colored article. White is now selling at \$1.10 per gross, which is a 69 per cent. increase. Blue is quoted at \$1.40 per gross, as compared with the former price of 80c. This is an increase of 75 per cent. On the red the increase in price has been the same as on the blue. The difficulty of getting chalk in from England has also been a factor contributing to the higher price.

#### Lamp Wick Up 10 Per Cent.

There has been an increase in the selling price of lamp wick of approximately 10 per cent. during the past week. Cotton mills that manufacture this product have had difficulty in filling their orders through the great demand occasioned by war purposes and in the securing of help.

#### LONDON

**L**ONDON, Ont., Sept. 1.—A number of important price changes have taken place this week, mostly in an upward direction. The advances and the new prices are given in the report which follows. Business locally has been good this week. Orders, although not large, are numerous. Retailers are buying carefully. Jobbers are shipping fall booked orders, and in volume they compare favorably with previous years. Collections are good and prospects for a good fall trade are bright.

#### Building Paper Up

A further advance has taken place on dry and tarred fibre. The new prices are 80c per roll for No. 1 dry fibre, and 90c per roll for No. 1 tarred fibre.

#### Canvas Belting Up

A new discount of 50-10 per cent. has been issued on canvas belting, an advance of 10 per cent.

#### Hand Saws Advance

Shurley & Dietrich hand saws have advanced, and the discount is now 15 per cent. on hand saws, rip saws, pruning saws, compass saws, butcher saws.

#### Wringers Advance

Wringers have advanced in accordance with the predictions made by Hardware and Metal during the past few weeks. A new list has gone into effect, and the discount to the trade has been changed to 50 per cent. Lists on a number of lines are shown in current quotations.

#### Sand Screen Higher

Japanned sand screen has advanced, and the new price is as follows:

24 in. wide .....	50c yd.
30 in. wide .....	60c yd.
36 in. wide .....	75c yd.

#### Screen Door Hinges Corrected

Owing to an error in prices sent out from the factories, a correction has had

to be made in the price of No. 20 spring hinges for spring booking. The price is \$11 per gross pairs, and \$1 per doz pairs in small lots.

Other lines are quoted as follows:

	Doz. pairs.
No. 50, double-acting .....	\$2.50
No. 192 off-set .....	1.60
Nos. 22-55 sets .....	1.85

#### Tree Pruners Advanced

Waters tree pruners have been advanced in price, and the new quotations are as follows:

6 ft. ....	\$7.50 doz.
8 ft. ....	8.15 doz.
10 ft. ....	8.75 doz.
12 ft. ....	9.40 doz.

#### Advance in Shears

An advance of 5 per cent. has been made on Wiss shears and scissors, and

#### HEAVY STRAP AND TEE HINGES GO UP

This week an advance is announced on heavy strap and tee hinges which amounts approximately from 5 to 10 per cent. On the heavy 4-inch strap that formerly sold for \$1.70 net, the new price is \$1.80. On the 5-inch strap the former price was \$2.05 net and the new price is \$2.22 net. These changes were predicted as likely to take place by Hardware and Metal in a recent issue. Following are the list prices from which a 40 per cent. discount must be taken to get the new prices:

	Strap	Tee
4-inch .....	\$ 3.00	\$ 2.55
5-inch .....	3.70	3.20
6-inch .....	4.00	3.60
8-inch .....	5.40	4.10
10-inch .....	9.60	8.30
12-inch .....	11.90	11.60
14-inch .....	13.60	11.80
16-inch .....	.....	14.40

the discount is now 33 1-3 per cent. off the new list.

#### Wire is Firm

Wire goods still show firmness, and the market is strong. The following prices are quoted here:

	Per 100 lbs.
Barb .....	\$4.25
9 ga. ....	3.90
12 ga. ....	4.05
13 ga. ....	4.15
9 ga. coil spring .....	3.95
10 ga. oiled and annealed .....	4.41
11 ga. ....	4.46
12 ga. ..	4.55
14 ga. bay baling .....	4.66

#### 804 Butts 55 Per Cent.

The corrected price on No. 804 steel butts is 55 per cent. instead of 50-21 1/2 per cent.

#### Seasonable Lines

Short globe and cold blast lanterns are quoted at \$8 dozen; cattle chains, 40-5 per cent.; harvest tools, 40 per cent.; Capewell horse nails, 10 per cent.

#### White Lead Unsettled

Although the price supposed to be prevailing on white lead in oil is \$13.95 per 100 lbs. in ton lots and \$14.25 per 100 lbs. in less than ton lots, lead is being offered in some quarters at much lower prices.

#### Glass Demand Improves

With the advent of cooler weather and the approach of fall there has been an improved demand for glass. Single diamond is quoted at 25 per cent.; double diamond, 25 per cent.; cut lights, 50-5 per cent.

#### Linseed Oil Unsettled

There is only a fair demand for linseed oil, and the market is unsettled at present. There is a tendency to easier prices. Local quotations are as follows:

	Raw.	Boiled.
1-2 barrels .....	90c	93c
3-5 barrels .....	89c	92c
6-9 barrels .....	87c	90c

Turpentine is unchanged at 69c per Imp. gallon in single bbl. lots; 68c Imp. gallon in 2 to 4 bbl. lots; 76c in 5-gallon lots.

#### Wire Nails Firm

Wire nails are firm, and there is a good demand. Base price for wire nails is \$3.80 base and cut nails \$3.40 base.

#### WINNIPEG

**W**INNIPEG, Aug. 31.—With the harvesting of the 1916 crop in full swing, a slight falling off in actual amount of business is noticeable, but nevertheless there is a splendid volume of orders being handled. Reports of unfavorable yields and low grade wheat have as yet had very little effect on the amount of business being done and it is unlikely there will be any serious falling off. Prices on wheat are very high and likely to reach a still higher level and this condition will offset to a great degree the small yields and low grades which may be marketed.

#### Many Rush Orders

Jobbers are handling a great number of rush orders for various lines of thrasher's supplies, which always seem to be left by some threshermen until the last moment. This year particularly, this policy may result in serious loss to many farmers and threshermen owing to the shortage of brass fittings and the retailer who had his customers lined up before the rush began is to be congratulated.

#### Important Price Changes

For the past week changes in prices have maintained about a standard with



the few preceding weeks. One of the most important to be recorded is that from Stanley Works on whose lines an advance approximating 10% is going through. New prices are not yet available but some of the lines to be affected are Corrugated Tee and Strap Hinges, Heavy Tee and Strap Hinges, Shelf Brackets, Plated Butts and Fancy Hinges. These lines are all attaining a very high value and it is impossible to estimate just how long these new prices may be maintained. The demand from now until the end of the year is not as heavy as for the preceding months so the present basis may hold for the next few months.

#### Hand Saws Advance

Another important advance is that on Disston's Panel and Hand Saws. New prices shown below indicate to what extent this line has been affected. Disston's Hand and Rib Saws:

No. D. 8.—26 in. ....\$27.05 per doz.  
12—26 in. .... 34.80 per doz.

#### Panel Saws:

No. D. 8—18 in. .... 19.55 per doz.  
20 in. .... 21.85 per doz.  
22 in. .... 24.05 per doz.  
24 in. .... 25.80 per doz.

#### Tacks Higher

New prices on tacks have gone into effect and net prices are shown here-with on Blued Carpet Tacks and Cut Tacks, which lines are most familiar to the retailer. Other kinds of Tacks have increased on a similar basis and the prices shown will give a working basis on which to figure these out:

#### Cut Tacks:

2 oz. ....24c. doz. pprs.  
3 oz. ....28c. doz. pprs.  
4 oz. ....35c. doz. pprs.  
6 oz. ....45c. doz. pprs.  
8 oz. ....57c. doz. pprs.

#### Carpet Tacks Blued:

4 oz. ....33c. doz. pprs.  
6 oz. ....42c. doz. pprs.  
8 oz. ....54c. doz. pprs.  
10 oz. ....65c. doz. pprs.  
12 oz. ....76c. doz. pprs.

#### New Prices On Clothes Lines

In accord with recent advances made in the prices applying to rope, it was expected quotations on Clothes Lines would reach a higher figure. The new prices have gone into effect and we have the following quotations to make on Sisal and Cotton Clothes Lines in hanks:

#### Cotton Clothes Lines:

48 feet ....\$1.70 doz.  
60 feet .... 2.10 doz.

#### Sisal Clothes Lines:

48 feet ....\$00.96 doz.  
60 feet .... 1.20 doz.  
72 feet .... 1.40 doz.

#### Spout Pumps Up

Another advance is recorded in the prices applying to Pitcher Spout Pumps, the new quotations being as follows:

\$1 .....\$1.25 each  
2 ..... 1.35 each  
3 ..... 1.55 each  
4 ..... 1.85 each

#### Wire Rope Higher

Crucible Cast Steel Wire Rope has again taken an upward trend and new prices now being quoted are as follows:

1-4 in. ....\$ 8.80 100 ft.  
5-16 in. .... 9.35 100 ft.  
3-8 in. .... 9.85 100 ft.  
7-16 in. .... 10.50 100 ft.  
1-2 in. .... 11.25 100 ft.  
9-16 in. .... 11.85 100 ft.  
5-8 in. .... 14.50 100 ft.  
3-4 in. .... 18.20 100 ft.  
7-8 in. .... 25.50 100 ft.  
1 in. .... 33.75 100 ft.

Cut Lengths 10% extra.

#### Preparing For Xmas Trade

Already dealers are beginning to look forward to Xmas and the tendency should be to place orders early in order to secure supplies on time. Novelties are at a premium and tho' there may be some offered to the trade this year, it should be good policy on the part of the retailer to advocate the giving of useful gifts. The hardware store can be made headquarters for useful gifts and a splendid business developed with good consistent advertising. Lines in demand are X-press Wagons, Boys' Automobiles, Hand Sleighs and Coasters, Hockey Skates, Sticks and Sundries, Silver plated ware, Cut Glass and Pocket Knives. These are all goods handled by the retail hardwareman and an aggressive selling policy will do wonders with these and other lines. It is not too early to be looking forward to this business.



#### FURNACE EFFICIENCY

Jos. W. Hays has published a book on "How to Build Up Furnace Efficiency" in which he demonstrates how to proceed to actually work reduction in the coal bills. The author proceeds to show that to burn coal or any other fuel economically is mainly a matter of method but as the character of the fuel and the condition under which it is burned differs, it is necessary to determine the proper method to deal with each case. Every statement and recommendation made by the author has been procured by actual experiment and produced to the satisfaction of many people.

A handsome poster has been received showing their various lines from F. E. Myers and Bros.

#### FRIENDSHIPS IN BUSINESS

Friendship plays a bigger part in business to-day than ever before in the history of the world. We do business with our friends—our enemies will not trade with us. When we make a sale we make a friend. Friendship is the raw stock in business. We meet customers as friends, and we part with them in a way so when we again meet both will be glad.

Money comes incidentally to a service rendered. The man who has friends and can render a service to them will siphon a reward in his direction, and the reward will be in proportion to the value of the service. The rewards of life are automatic, and the penalties, too. We are punished by our sins, not for them. And we are rewarded just in proportion as we bless and benefit the world. Wise business men understand this perfectly well. Eventually America must produce a race of inspired millionaires, men who will feel the necessity of using their high talents and capacity in uplifting and benefiting the race.

There is only one thing in the world. This one thing is Energy. Call it Divine Energy if you wish. Man, states Highman's Magazine, is a manifestation of this Divine Energy—a transient, thinking, reasoning and often unreasonable manifestation of Divine Energy. And the reason man is often unreasonable is because he is only in process.

As man clarifies his intellect and sees the truth more clearly, he becomes more reasonable in his actions and in his dealings with other men.

In a world where Death is there is no time for hate.

"Greater love hath no man than this, that he will lay down his life for his friend." We do not to-day so much lie for our friends as we live for them. The good salesman is the man who recognizes every customer as a friend. In order to sell goods you have to be a friend to your customer. Your knowledge must protect him. Your sense of values is at his disposal. In imagination you are both buyer and seller. Thus are you able to put yourself in his place, and so we have the Golden Rule in business.



It is estimated that there will be 60,000 globes used in the lighting scheme of the Canadian National Exhibition this year.

The agricultural and implement building is the largest on the grounds of the Canadian National Exhibition. It contains 76,640 feet of floor space.



A successful business can no more be built up on poor goods than can a good character on bad deeds.



# WEEKLY PAINT DEPARTMENT

## Paint Should Be Well Stirred

*Hat Pins, Screw Drivers and Nails are Sometimes Used to Stir Paint—  
Customers Should be Advised to Use a Wide Paddle—How to  
Eliminate Complaints*

WITH the advent of the fall painting season there is almost bound to be the usual number of complaints from customers regarding paint they have purchased. In the majority of cases the cause if investigated will be found to rest, not with the paint manufacturer, but rather with the merchant or the customer.

More complaints are caused by paints not being properly stirred than from almost any cause. Despite the fact that paint manufacturers under the heading of "Directions" emphasize the importance of thoroughly stirring the paint, there are many customers who pry the top of the can, stir the contents with a narrow stick, nail or hat pin and they proceed to apply it. The result is disappointment. The color is not the same as that shown on the color card. The customer thinks the paint is at fault, and proceeds to condemn it and make complaints to the hardware merchant.

### Preventing Trouble

The dealer can prevent a great deal of trouble for himself and also assist the manufacturer by educating the public how properly to stir paint. It is necessary that paint should be properly stirred in order to produce the results expected of it, that is to preserve and to beautify.

In order to beautify a surface, an even coat of the proper shade paint should be applied to the surface and hide all its defects. Linseed oil is used as a vehicle to carry these pigment particles, or hiding properties, over the surface, and therefore in order to do the work intended for this paint each brushful should contain exactly the amount of pigment particles required for the amount of oil contained in the brush.

### Paint Settles On Shelves

When the can is sealed in the factory the liquid portion contains the exact number of pigment particles to do the work required. If the paint stands on the dealer's shelves for several months there is liable to be a settling of the heavy pigment particles, and in order

to bring the finished paint to its proper consistency, so that there will be an even distribution of pigment particles to the amount of liquid, stirring is necessary.

### Recommend Thorough Stirring

Always recommend to your customers that they remove the entire lid and stir the paint from the bottom up with a wide paddle. Do not ever try to stir paint with any instrument like a screw driver or a pencil. These are common tools used. Paint cannot be stirred quickly with a paddle less than 1½ inches wide.

### Try It Out Yourself

An authority on paint subjects suggests that the dealer open up a quart of paint and see for himself if he stirs it properly. The motion should be about like making a figure eight, that is, the pigment should be lifted up from the bottom while the circular motion is going on. By using this method the paint can be stirred very quickly.

### Priming Coat Important

The same authority points out that extreme care must be taken with the foundations as well as with the protective coatings when doing a job of painting. No maker of good paint would guarantee results on yellow pine or cypress, or give a universal guaranty, because, unless the wood is properly treated, the paint will be likely to fail, and the better the paint, the more likely it will be to fail. These are important matters which should not be forgotten when selling paint this fall. Some difficulties in structural materials may develop, with all the care, but good paint made to meet present conditions, properly put on a proper surface, will not fail.

With ordinary care on the part of merchants and customers the majority of complaints can be easily eliminated.



## WEEKLY PAINT MARKET

(Continued from page 46)

around \$39 per ton, with even slightly firmer prices in some instances.

Quotations in linseed on the low quotations for various firms have the following range:

	Raw.	Boiled.
1 to 2 barrels, per gal. . .	80-86c	83-89c
3 to 5 barrels, per gal. . .	79-85c	82-88c
6 to 9 barrels, per gal. . .	78-83c	81-86c

### Turpentine Prices Hold Firm

There has been a fair demand for turpentine during the week. Stocks are low and jobbers are watching the developments in the railway situation in the United States with keen interest. If the strike goes into effect there it is asserted that turpentine will reach famine prices in very short order. All the supplies of turpentine come from the Southern United States and the tying up of transportation would have a bad effect on the turpentine trade. Prices hold firm at recent quotations.

	Per Imp. gal.
1 barrel lots . . . . .	64½c to 69c
2 to 4 barrel lots . . . . .	63c to 67c
5-gallon lots . . . . .	69½c to 77c

### White Lead Holds Firm

Demand for white lead in oil during the past week has been somewhat light. There have been no further price changes, quotations remaining the same as those at the recent declines. There is still a feeling of uncertainty as to the way the market is likely to turn.

	Per 100 lbs.
White lead in oil, pure ton lots . .	\$13.45
White lead in oil, small lots . .	\$13.75

### Whiting Market Holds Firm

Supplies of whiting have not improved any during the past week. The article is scarce and hard to get. War conditions have complicated things in this commodity and lower prices are not looked for in the near future.

### Glass Trade Good

There has been a fairly good trade in glass during the past week, particularly in the city. Country demand has been slow. Jobbers assert the city demand is developing through the fact that retail houses are sorting up their sizes and people have perhaps been making a few more repairs than usual around their homes. The increase is not attributable to increased building at any rate. There have been no price changes during the week.



Paint is one of those things that put you to the test.



If you sell an inferior brand it will soon destroy confidence in you and injure your business. You will positively protect yourself, gain utmost confidence and immense business by selling

## Jamieson's Pure Prepared Paints

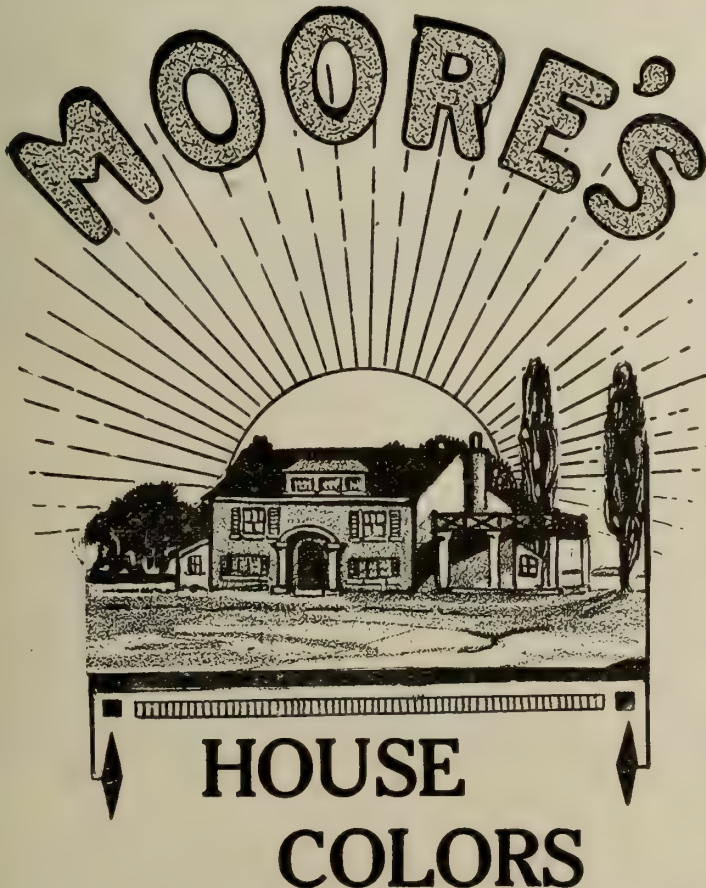
The Jamieson durability, ease of application, covering capacity, and beauty are remarkable. The price is reasonable, and the profit good.

*Write for particulars.*

**R. C. JAMIESON & CO., Limited, MONTREAL, CANADA**

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED



## Remarkable Value—

These pure ready - mixed paints are of a value that's much sought after by those who know. Both painter and consumer are given the utmost in satisfaction.

They mean a continuous and increasing flow of dollars into the paint department that supplies them.

*Drop a card for our proposition.*

**BENJAMIN MOORE & CO.**  
Limited

WEST TORONTO, CANADA

*If interested, tear out this page and keep with letters to be answered.*



## Government Inspection of Household Ammonia

**T**HE recent report of the Inland Revenue Department on the analysis of household ammonia will prove interesting to a great many hardware merchants handling this line. The report in part follows:—

Of late years ammonia has come to be largely in use in the household, as a detergent and for the convenience of persons in whose hands the strong solution of ammonia would be attended with danger, manufacturers have placed on the market a dilute ammonia under the name of Household Ammonia, which finds very extensive sale. For the most part, this article is simply a dilution with water of the strong solution (Liquor Ammoniae Fortis) of the Pharmacopoeia. This latter is required to contain 32.5 per cent by weight of Ammonia (NH<sub>3</sub>). A weaker solution is also defined by the Pharmacopoeia (Liquor Ammoniae) containing 10 per cent by weight of Ammonia. It may be mentioned here that the Ammonia of the French Codex contains only 20.18 per cent and the Aqua Ammoniae Fortier of the United States Pharmacopoeia, 28 per cent by weight Ammonia.

Some market samples of the article contain, in addition to Ammonia, soaps of various kinds, and other ingredients.

In January 1914, Professor J. F. Snell of Macdonald College, presented to the Canadian Section of the Society of Chemical Industry a study of Commercial Household Ammonia in Canada. (See Journal of the Society, 1914, p. 1177) and recommended that a more extended inspection of the articles be made under the Adulteration Act.

Ammonia, considered as a drug, undoubtedly comes under the purview of this Act. While Household Ammonia cannot be described as a drug in the strict sense, it has been thought well, in the interest of the public generally, to examine this article, and the present report deals with the more or less complete analysis of one hundred and sixty-two (162) samples, purchased by our inspectors as Household Ammonia, in December, January and February last.

Professor Snell reports upon the Analysis of 10 samples of clear ammonia, 5 samples of so-called cloudy Ammonias (containing soaps), and 6 samples of solid Ammonias (essentially carbonate of ammonia) and finds, for the liquid preparations, that "the household Ammonia sells wholesale at from 4 to 14 times the wholesale value of the Ammonia contained in it. The retail price is from 6 to 20 times the wholesale value of the Ammonia," and adds, "How

much more economical it would be to buy commercial concentrated ammonia, and dilute it with good soft water."

There is of course a certain convenience in purchasing the article in a form ready for use, and that the average consumer is willing to pay for this service is amply evident when we consider the extensive sale of many foods in neat packages, which could be purchased at much less cost in bulk. It is however, a reasonable claim, when the purchaser asks how much in excess of its minimum market value he pays for the advantage of package, or in the case of Household Ammonia, of dilution and package. It is certainly with surprise and indignation that the purchaser learns of the six-fold increase found by Professor Snell.

With a view to establishing as far as possible, a relation between value and price of these articles I have tabulated (see Table II.) the results of analysis, grouping together samples bearing the same name (Brand). On account of the difficulty attending exact measurement of containers the information given in Table II. must be regarded as approximate only.

From this it is seen that one unit of ammonia, purchased in 12-ounce bottle, costs from 1.877 of a cent (cheapest) to 12.918 cents; the average cost being about 3 cents.

In order to obtain some idea of the cost of the same quantity of ammonia, in 12-ounce package, bottle included, I caused four samples to be purchased in Ottawa and Hull, and found these to cost 35 cents in each case. The ammonia values were found to be 23.14, 22.54, 21.98 and 23.24; giving a mean value of 22.72 per cent. The value per unit is thus found to be 1.540 cents.

It is to be noted that this is the cost of a pure ammonia, and a less highly purified article may be purchased at a considerably lower price. In a general way it may be said that our examination of so-called household ammonia essentially substantiates the findings of Professor Snell, and leads to the conclusion that the consumer can effect a substantial saving, by purchasing liquid ammonia and diluting with water to suit his purposes.

In 1913 over 1,000,000 people visited the Canadian National Exhibition. Last year 864,000 passed through the gates.

The record for a day's attendance at the Canadian National Exhibition is 154,000, reached in 1913.

## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

**972. Firebricks.**—An old-established hardware firm in Barbadoes is inquiring for Canadian firebricks.

**985. Stoves.**—One of the largest wholesale and retail houses in Newfoundland desires to be put in communication with Canadian manufacturers of steel ranges and stoves.

**991. Wire nails.**—A Leeds firm is in the market for twenty tons of wire nails.

**992. Engineers' tools, chucks, etc.**—A Leeds firm of ironmongers desires to hear from Canadian manufacturers of engineers' and joiners' tools, and especially 4-inch, 6-inch and 8-inch self-centering chucks.

**993. Wood handles.**—A Sheffield firm using 100,000 garden shear wood handles annually, desires to be placed in communication with Canadian exporters. Although the importation of wood manufactures is now prohibited, it is desired to open negotiations for after-the-war business.

**995. Steel billets and blooms.**—A Sheffield firm wishes to receive quotations from Canadian firms in a position to export the above.

**999. Hardware, leather and felts used by piano manufacturers.**—An Edinburgh firm would be glad to get in touch with exporters of Canadian products suitable for this trade.

**1107. Enamelled ware.**—A firm in Bristol desires to be put in touch with enamelled ware manufacturers in Canada.

**1041. Mining equipment.**—A firm of importers of mining equipment in Cape Town, South Africa, having close connections with many of the South African mining companies ask tenders from Canadian manufacturers for the following supplies: (a) For a gold mining company, machine cut gears, cast steel, spur and pinion; quote weights and prices. (b) For a coal company, 300 steel trucks and 325 sets of wheels; one hundred tons 16-pound section rails with 3-inch centre holes for fish plates for 150 tons of rails and sufficient bolts for 200 tons; two tons of dog spikes for fastening rails to wooden sleepers. (c) A mine roller 20 inches by 5 inches; the number of rollers and bearings required, 200. Blue prints have been forwarded to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. If satisfactory deliveries are made at reasonable prices big orders will follow in the future.

**1020. Roofing materials.**—A Newfoundland importer asks for quotations on roofing-pitch and tar.

**1033. \*Shovel handles.**—A Sheffield firm desires to hear from manufacturers of ash handles of which they use, annually, 8,000 dozens, now obtained from the United States. Specifications may be obtained from the Department of Trade and Commerce, Ottawa.

**1034. Siemen's steel billets.**—A Sheffield firm who are regular buyers of Siemen's steel billets, wishes to hear from Canadian exporters. Full specifications may be obtained from the Department of Trade and Commerce, Ottawa.

**1035. Steel slabs and billets.**—A Sheffield firm, buying from time to time, up to 500 tons of the above, wishes to hear from Canadian exporters.

**1036. Old railway rails, etc.**—A Sheffield firm wishes to buy from 1 to 500 tons of old railway rails and plain section loco. and wagon tires suitable for breaking and rolling into common sheets.

**1037. Basic steel billets, dead soft, and basic steel bars.**—A Sheffield tool and steel manufacturer, who purchases in 50 to 100-ton lots, wishes quotations on the above. Full specifications may be obtained from the Department of Trade and Commerce, Ottawa.



## AMERICAN SELF-OILING GRINDERS

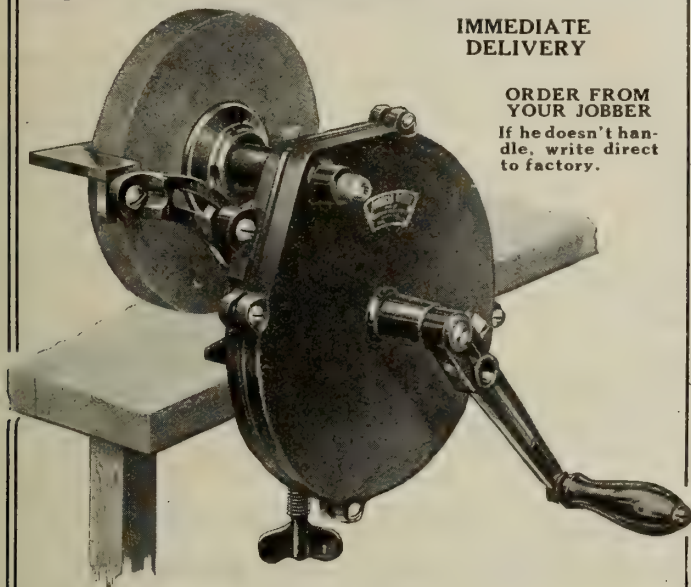
### SICKLE GRINDERS - TOOL GRINDERS - POWER GRINDERS

Every machine guaranteed perfect. The workmanship, material and finish are remarkable.

They cost no more than ordinary grinders, and they give the fullest measure of satisfaction.

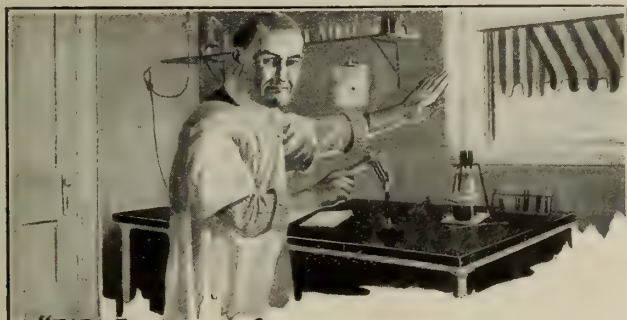
IMMEDIATE  
DELIVERY

ORDER FROM  
YOUR JOBBER  
If he doesn't handle, write direct  
to factory.



AMERICAN GRINDER MFG. CO.  
MILWAUKEE, WIS.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta.  
EASTERN CANADA AGENTS: John M. Graham & Co.,  
113 Chambers Street, New York City



*"Withstands  
all these Acid Fumes"*

"T'S remarkable," muses the chemist, "how white this enamel stays despite the acid and sulphur fumes we have here. And it's been on for several years."

**R.I.W.**  
REMEMBER ITS WATERPROOF  
**R.I.W.**  
REG. U.S. PAT. OFF.

**HOSPITAL &  
LABORATORY  
ENAMEL**

may be washed in either hot or cold water. It possesses all the vital features of the good, old-time enamels, and has the additional ability of adhering to a surface and remaining white. Perfectly suited to chemical laboratories, hospitals, breweries, milk stations, bath rooms, etc.

Write for special booklet from Dept. 50

**R. I. W. DAMP-RESISTING PAINT CO.  
TOCH BROTHERS**

Gerrard St. and Carlaw Ave.  
TORONTO, ONTARIO, CANADA



## Honest Varnish Value

is guaranteed by this label. Every product sold under it is true to description and absolutely reliable for the use intended.

Even the smallest consumers have learned that "if it's Berry's it's all right."

It is this justified confidence that makes our varnishes and enamels so safe to recommend and easy to sell.

**LUXEBERRY WHITE ENAMEL**—whitest white stays white. Makes a permanent snow-white finish in either dull or gloss effects.

**LIQUID GRANITE**—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

**LUXEBERRY WOOD FINISH**—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Make your varnish business grow by featuring Berry Brothers' line.

Write for descriptive price list  
and interesting dealers' proposition.

**BERRY BROTHERS**  
(INCORPORATED)  
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.

(37)

*If interested, tear out this page and keep with letters to be answered.*



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, Sept. 1.—The dominant note in the paint and oil markets this week has been the decline in linseed oil. There has been a weakening tendency for some time past on favorable reports as to crops prospects, not so much in Canada as in foreign fields which naturally reflect here, and this, combined with the fact that linseed is subject to ups and downs, and really should be much lower at this time of the year, have produced the reaction. Crushers quote 83 for raw and 85½ for boiled, but some jobbers are not so close to the market and their reduction is about 1 to ½ cents on previous figures. White lead is steady, so is turpentine. Glass has advanced the discount on list being 20 and 5. Prepared paints are in fair demand, but not so good as they might be.

### Cut in Linseed Oil.

The expected has happened, and linseed oil is cut. Crushers are quoting around 83, 82½, and 82 for raw, and 85½, 84½, and 84 for boiled. Some jobbers are not so close to this price. We quote jobbers prices:

	Raw.	boiled
1 to 2 barrels .....	86c	89c
3 to 5 barrels .....	85c	88c
6 to 9 barrels .....	84c	87c

A fair amount of business is reported, although the decline may check orders for the time being as merchants are always inclined to hold off on a falling market.

### White Lead Firm

The market is steady, with prices firm. A fair amount of business is reported the orders being on the small side but frequent enough to keep things busy and stocks from piling up. The increase in pig lead, is to some extent offset by the decline in linseed, so there is little prospect of any further change in white lead, that is to say as far as can be seen at present.

### Turpentine Featureless

Turpentine is without feature, and quoted at 70c. One peculiarity of the demand has been the sudden rush from Quebec City where apparently the supply suddenly gave out. The market generally has been the least prominent of any, and turpentine has gone along

quietly, and without any trouble. Stocks in primary markets appear ample to meet with all requirements.

### Gasoline

The market is unchanged, with a good demand, and no other feature to note. There does not seem to be a very heavy supply within immediate call, but there has been no difficulty in getting what is necessary to keep things going here.

### Glass Advanced

We noted last week a bullish tone in the glass market, and it has been followed this week by an advance, the discount now being 20 and 5 per cent. The demand for glass has kept up remarkably well, especially considering that there was such heavy buying in the spring owing to merchants fearing a heavy advance and shortage. In fact almost a slump was expected during the summer months, but the stocks in dealers hands must have moved out easily as buying is, and has been, very good and regular. Stocks in Montreal are sufficient to care for orders for some time, but if the big railroad strikes occurs, it will ultimately affect glass, as it will most other lines. Of course there is no Belgium glass on the market—at one time there was nothing else—but the American manufacturers were able by extending their plants to cope with the increased demand from Canada, and other places affected. In fact all the glass that is wanted can be obtained—it is simply a question of paying the maker's price. It is not anticipated that any further advance is likely unless anything very important happens to affect conditions as they are at present. We quote a few sizes. Discount 20 and 5.

United Inches	Country Base Price.	
	Star	Double Diamond
Up to 25 .....	\$ 7 80	\$11 90
26 to 34 .....	8 15	12 85
35 to 40 .....	8 50	13 00
41 to 50 .....	11 75	15 50
51 to 60 .....	12 25	15 85
61 to 70 .....	13 10	16 80
71 to 80 .....	14 75	18 35
81 to 85 .....	.....	22 35
86 to 90 .....	.....	24 35

## TORONTO

**T**ORONTO, Sept. 1.—There has been a dullness in paint circles during the past week. Paint men attribute it to the fact that there is a

sort of holiday spirit abroad coincident with the Canadian National Exhibition at Toronto. Some of the large paint and oil jobbers have taken their travelers off the road this month and will give the drumming game a rest until conditions are more favorable.

Paint and oil men are not disheartened over this state of affairs at all. They think business will come back much better after the holidays are over. "We are looking forward to an excellent trade this fall," said the manager of one large paint jobbing house. "A little holidaying at the present time is not going to hurt things. Trade will come back all the stronger as the result of a slight cessation."

### Linseed Oil Weaker

There has been a slightly easier tendency in linseed oil during the past week. While there have been no actual declines in prices there has been a tendency to grade down to the lowest prices quoted last week. There has been a good demand for linseed oil. The market will remain in an uncertain state for some two weeks yet until the danger of frost to the flax crop in the West has passed. Reports from the West show that the flax crop is in fairly good condition, with weather conditions ideal at the present time. If the next two weeks are passed safely without damage from frost there should be a fairly good yield of seed. The acreage, however, is estimated at about 83,600 under that of last year. On Wednesday of this week seed for delivery in October, November and December closed at \$1.89 per bushel. This is about five cents under the price of \$1.94 quoted last week. This, however, does not signify a gradual decline as the market fluctuated between the two on different days during the week. Some crushers report the demand only fair, due to the fact that August is a stocktaking month for most paint and varnish houses. There is an optimistic feeling respecting the fall trade. One crushing concern is making preparations to enlarge their capacity through the extension of their storage and crushing facilities. There has been a good demand for oil cake for the export trade with prices holding firm at high levels. Oil cake is being sold in this trade

(Continued on page 42)

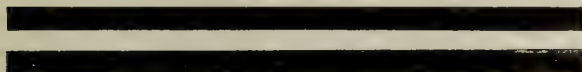


## ***A Reminder—***

On pages 189, 190, 191 and 192 of the Annual Fall Number of "Hardware & Metal," published last week, appeared an important announcement about paint and varnish agencies.

It is of special interest to those merchants who wish to increase their sales in these lines.

If you have overlooked it, turn to it now. You will know it by the blue edges of its first and last pages.





# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 64  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, advance 2½%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½%; Arrow, 20%. Ball caps, B.B. Caps, \$3.05 per M. net; C. B. Caps, \$2.90 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 per M. net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net.

Above prices withdrawn. New prices to be issued shortly.

Prices on Dominion Cartridge Co. goods temporarily withdrawn.

"Winchester" B.B. Caps, \$2.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Cannon Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

R.T.—8in., net ..... 2 50  
B.T.—10 in. net ..... 2 75  
B.T.—12 in. net ..... 3 25

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iland made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 50  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25 10 00  
Double bit .... 11 00 12 50  
Hunters' Axes .... 5 50 6 50  
"Boy's" Axes .... 6 25 7 00

Bench Axes, Samson  
No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices \$1 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.

Hort Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%.  
Standard, 40 and 10%.  
Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## REELS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

BENZINE Montreal Toronto  
Single bbls., gal. 0 31½ 0 30½  
Drums, gal. .... 0 25½ 0 27

## BOLTS AND NUTS

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 40%.  
Carriage Bolts (\$1), list, 7-16 in., 25%.

Machine Bolts, ¾ in. dia. and smaller, 40%.  
Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 30%.  
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%.  
Skein Bolts, 45%.  
Square Head Blank Bolts, 30%.

Bolt Ends, 30%.  
Plow Bolts, 30%.

Elevator Bolts, 30%.

Fancy Head Bolts, 25%.

Shaft Bolts (\$3 list), 25%.

Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%.

Nuts, square, 2c off list.

Nuts, hexagon, 2c off list.

Stove Rods, per lb., 8c.

Stove Bolts, 62½%.

Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 09½

## BRASS

Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60  
Rods, base ½ to 1 in. round 0 55  
Tubing, seamless base ..... 0 55  
Tubing, iron pipe size, 1 in. base ..... 0 50  
Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25-8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.  
Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc  
Per doz. .... \$1 75  
Pony ..... 8 ..... 3 55  
Crown ..... 3 55  
Dandy ..... 3 75

Improved Globe ..... 2 65 3 55  
Standard Globe ..... 2 75 2 95  
Neptune ..... 2 75 3 95

Original Globe ..... 3 00 4 25  
Newmarket King ..... 4 25  
Victor (Glass) ..... 4 25  
Jubilee ..... 4 25

Diam'd King (Glass) ..... 4 50  
Western King  
(Enamel) ..... 4 25

Beaver, brass ..... 6 00  
Wood, double faced. .... 1 25  
Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. 16 13  
Weighted, 20 lbs., per doz. 18 50  
Weighted, 25 lbs., per doz. 22 32

## BUTTS

No. 804, 40%; No. 840, 30 and 2½%; No. 800, 30 and 2½%; No. 838, 30 and 2½%; No. 842, 37%.

## CANS

Milk factory cans, 15%.  
Cream cans, 20%.

Railway cans, 20, 5%.  
Food delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.  
Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots .... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto, 1 50 1 50

White Bros. English, 2 00 2 40  
"Lafarge" cement, in wood 3 65  
Fire brick, Scotch, per 1,000 ..... 23 00 28 00

Fire brick, English, 17 00 21 00  
Fire brick, Mm., low 23 00 25 00  
Fire clay, 2½-lb. tins, doz. 1 25

## CEMENT (FURNACE)

14 lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04

CEMENT, ROOFING Per gal.  
Roofing cement (in bbls.) 0 29  
Cement (in 5 and 10 gals.) 0 23

Cement (in 2 gals.) 0 30  
Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenter, per gross. 0 65 0 80  
Carpenters' lead pencils, per gross ..... 2 40 6 75

Crayons, per gross ..... 0 20  
Carpenter, red, gr. .... 1 40 1 25  
Carpenter, blue, gr. .... 1 40 1 25

Carpenter, white, gr. 1 10 1 10  
CHISELS  
Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50

Common cold, ½, \$1.35; ¾, \$2; ¾, \$2.75; ¾, \$3; 1, \$4.  
Straight Shank Drills, 45%.

Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.  
Proof coll., per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.30; ¾, \$6.70; ¾, \$6.55; 1, \$6.40.  
Electric Weld Coil Chain—BB 3-16 in., \$9.25; ¼ in., \$6.75; 5-16 in., \$5.25; ¾ in., \$4.50; 7-16 in., \$4; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.  
Steel Jack, 15% net.

Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

## CHOPPERS, FOOD

Universal No. 0 ..... \$12.00 doz.  
1 ..... 12.80 doz.  
2 ..... 16.20 doz.  
3 ..... 23.40 doz.

## COPPER

Montreal Toronto  
Casting ingot, see weekly report  
Bars, ½ to 2 in. .... 46 50 46 00

Plain sheets, 14 oz. ....  
14x28 in., 14x60 in. 45 00 45 00

Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00  
Copper sheet, planished, 14x60 base. 57 00 57 00

Braziers' in sheets, 6x4 base ..... 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4:  
Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Montreal  
Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30

Galvanized  
Apollo Crown Gorbals  
18x24x52 .. 6 25 6 50  
60 .. 6 50 6 50 6 75

20x28x47 .. 6 75 6 75 7 00  
20x28x94 .. 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box  
IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00

IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25

Raven and Murex Grades—  
IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00

IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00

"Allaway's Best" Standard Quality.  
IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75

IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade—  
I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

## COKES, BRIGHT

Bessemer Steel—  
10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 80  
Look Out ..... 1 00  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25

CROWBARS, 4 to 4½c per lb.

## DRILLS

Bit Stock Drills, 50%.  
Wool Drills, 20%.



MADE IN CANADA



**3 SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE**

**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG



**RAMSAY'S**

Superior Quality

**SHINGLE  
STAINS**



**We Say,** "Superior Quality," because Ramsay's Shingle Stains are the result of 75 years' experience in obtaining the best possible pigments and materials. They have been tested in actual use in various climates and have always been found uniformly satisfactory—unequalled for wearing quality and preservation of color.

**"By Actual Test—  
Ramsay's Stands Best"**

Mr. Dealer: Write us for full particulars regarding our complete lines of RAMSAY'S Paints, Stains, Varnishes, Water Colors, etc., etc. The line that kills "DISAPPOINTMENT" introduces SATISFACTION and makes every user of RAMSAY PAINTS happy.

**A. Ramsay & Son, Co.**

Established 1842

TORONTO

MONTREAL

VANCOUVER

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —**

DOUBLE-COATED TISSUE.		
I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base 9 50	9 50	
FILES AND RASPS. Percent.		
Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disson Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Delta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Vulcan Brand .....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.** Doz. Hollow and pressed steel... 0 81 Solid .....

Special Stall Fixture, 40%.

FRAMED MIRRORS. Doz.		
Size glass, 4 x 6 .....	1 00	
Size glass, 5 x 7 .....	1 25	
Size glass, 6 x 9 .....	1 60	
Size glass, 7 x 9 .....	1 75	
Size glass, 8 x 10 .....	2 00	
Size glass, 9 x 12 .....	2 60	
Size glass, 10 x 14 .....	3 10	
Size glass, 10 x 17 .....	3 75	

**GASOLINE.** Montreal. Barrels .....

Drums .....

Tank wagon .....

Any quantity, in bbls. ....

Drums, 40-gal., per gal. ....

Tank wagon .....

**GRINDSTONES.** Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes .....

Mounted No. 115, each....

Bi-Treadle, each....

**HALTERS (SNAP AND RING)**

Russet rope shank, 1 in. . \$ 7 75

Russet rope shank, 1½ in. . 9 25

Black rope shank, 1 in. . 8 00

Black rope shank, 1½ in. . 9 40

Hand sewn, no shank, 1 in. 11 50

Hand sewn, no shank, 1½ in. 13 00

Hand sewn, with shank, 1 in. 14 75

Hand sewn, with shank, 1½ in. 16 25

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18;

¾ in., \$21.

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt. 10 00

Masons, 5 lbs. and over, per

cwt. ....

Napping, up to 2 lbs. .... 0 13½

**HANDLES (WOOD)** Net

Axe, No. 3 culls, doz. .... 1 01

Axe, No. 1 hickory, doz. .... 2 14

Axe, 2nd growth, doz. .... 3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, \$2.50; No. 1, \$2; No. 2, \$1.60; maple, \$1.75; ash, \$1.90 per dozen. Prospectors, miners and drift pick handles, 22 in., \$3.20; 34 in. and 36 in., \$3.40 per dozen. Manure fork handles, short, \$3.60 per dozen.

Hickory pick handles, No. 1, \$3, and No. 2, \$1.75 per dozen. Hickory axe handles, No. 3, 30 in. to 36 in., \$1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special.

zenith .....

Atlas, steel covered.. \$5 25 6 60

Perfect, No. 1 .....

Perfect, No. 1½ .....

Perfect, No. 2 .....

New Milo, flexible, doz. .... 6 50

Steel King Hangers,

doz. sets .....

Storm King and safe-

ty hangers, doz. ....

Steelall .....

Storm King rail .....

Crown .....

Crescent .....

Sovereign .....

Steel track, 1 x 3-16 in. (100 ft.) .....

Steel track, 1½ in. ....

**HATCHETS.** Samson Samson

Per doz. Shingle Claw

No. 1 .....

No. 2 .....

**HINGES, TEE AND STRAP**

Net Prices.

Heavy .....

4-inch .....

5-inch .....

6-inch .....

8-inch .....

10-inch .....

12-inch .....

14-inch .....

16-inch .....

Net Prices.

Subject to discount of 40 per

cent. off list.

Light.

3 in. doz. prs. ....

4 in. doz. prs. ....

5 in. doz. prs. ....

6 in. doz. prs. ....

8 in. doz. prs. ....

10 in. doz. prs. ....

Discount 40% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs. .... 6 00

Over 14 in., per 100 lbs. .... 5 25

Larger .....

Extra hooks for above, %

in. per lb. ....

Extra hooks for above, %

in. per lb. ....

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$11; No.

50, \$30; No. 51, \$10.20; No. 120,

\$18.60; No. 225, \$22.20.

Chicago hold back screen door

iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

Hoes, Grub, 3½-lb., \$4.55 doz.

**HOOCS, CORN.**

Cyclone, doz. ....

Hoes, corn, doz. ....

**HOOCS, GRASS.** English

No. 2, per doz. ....

No. 3, per doz. ....

No. 4, per doz. ....

No. 5, per doz. ....

**HORSESHOES**

Iron shoes, light, medium and

heavy, No. 2 and larger, \$4.40;

sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toeclarks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. .... 0 12

Corrugated, ¾ in., ft. .... 0 16

Corrugated, 1 in., ft. .... 0 22

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60, 10%.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

Montreal Toronto

Angles .....

Common bar, per

100 lbs. ....

Refined iron, per

100 lbs. ....

Horseshoe iron, per

100 lbs. ....

Norway iron .....

Mild steel .....

Band steel .....

Sleigh shoe steel... ..

Domestic .....

Reeled machinery

steel .....

Tire steel .....

Toe calk steel .....

Mining tool steel,

per lb. ....

Cammell Laird, lb. ....

Sheet, cast steel, lb. 0 20 0 20

Black Diamond tool

steel, per lb. ....

Silver tool steel, lb. 0 17½ 0 18½

Spring steel .....

**IRON, TINNED.**

72x30 up to 24 gauge, case

lots .....

72x30, 26 gauge, case lots, 14 75

Less than case, 25c per 100 lbs.

extra.

**IRONS (SAD)**

Mrs. Potts, No. 55, polished,

per set .....

Mrs. Potts, No. 50, nickel-

plated, per set .....

Mrs. Potts, handles, japan-

ned, per gross .....

Sad irons, common, plain... 5 00

Sad irons, common, plated... 5 50

Princess Electric, each .....

Ideal Electric, each .....

Canadian Beauty .....

Gasoline Sad Irons, each... 3 50

Ideal Gasoline, each .....

Dover Electric, net .....

No. 70, Dover, per doz. .... 19 20

**LADDERS, ETC.**

(Step Ladders)

Shelf-lock .....

Ontario .....

Faultless .....

Mechanic .....

Hercules .....

Perfect .....

Faultless, extra heavy .....

Hercules, extra heavy .....

Mechanic, extra heavy... 31c ft.

Chair ladders, each .....

B.T. Standard .....

B.T. Economy .....

B.T. Iron Bound, 4-9 ft. .... 25c ft.

B.T. Iron Bound, 10-14 ft. 30c ft.

B.T. Iron Bound, 15-16 ft. 40c ft.

B.T. Iron Bound, 17-20 ft. 50c ft.

Crescent .....

Household .....

Standard .....

Electrician .....

Heavy duty .....

Extension .....

Common and Roped Extension.

Up to 32 ft. ....

Up to 36 ft. ....

40 to 44 ft. ....

48 to 52 ft. ....

56 to 60 ft. ....

Single and Fruit Picking.

10 ft. to 16 ft. ....

18 ft. to 22 ft. ....

**LANTERNS** Per doz.

Cold Blast, doz. ....

Short Globe, doz. ....

Jumbo, doz. ....

Jap'd Dash, doz. ....

Search Dash, doz. ....

Searchlight, No. 20, doz. ....

All brass .....

Little Bobs A.C., doz. ....

Copper, well japanned, doz. 12 75

**LANTERN GLOBES**

Cold blast, short .....

Cold blast .....

Prism globes .....

Cold blast, short ruby... 2 00

Cold blast, common ruby.. 2 00

Less 5c a doz. in 6 doz. lots.

**LATHS (MET**



# Are You An S-W Agent?

**T**HIS is your opportunity of becoming associated with the Largest Paint and Varnish Makers in the British Empire, who have had over fifty years' experience in manufacturing these products. If you have not received our booklet entitled "What Fifty Years Have Wrought," drop us a line; it will pay you well to read about the largest growth of any paint firm in the British Empire.

The Sherwin-Williams agency will mean a great deal to you, as it will increase your business generally as well as your paint business. Now is the time to get in touch with this great organization and become one of their many loyal agents distributed through the country. By representing the Sherwin-Williams Co. and displaying the "Cover the Earth" trade-mark, it will single you out as one of the most successful business men in your city or town.

Do you carry the S-W line, which is the line giving the best satisfaction to your customers, the line that covers the best, wears the longest and has the best appearance?

## If So, Your Business Must Increase

The Sherwin-Williams line is one that will do this for you; join your store to this large organization and let its many sales helps increase your business. New advertising matter, new campaigns, new dealers' and new agents' helps are being offered to you through the Sherwin-Williams agency. If we are not represented in your town, we will be, and the opportunity is being offered to you now to take our agency.

Write us for our proposition and we will explain to you how you can become the representative of the Largest Paint and Varnish Manufacturers in the British Empire, and how we will assist you to increase your business.

***THE SHERWIN-WILLIAMS Co.***

*of Canada, Limited*

PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



**NAILS**

Standard steel wire nails.  
Toronto, \$3.50 base; Montreal,  
\$3.85 base; London, \$3.50 base;  
Collingwood and Owen Sound,  
\$2.85 base.

Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.

Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 15 p.c.

Pressed spikes, 5/8 diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1 1/4-inch	.....	\$4 10
No. 4, 1 1/2-inch	.....	3 80
No. 5, 1 1/2-16	.....	3 25
No. 6, 2 1/4	.....	3 00
No. 7, 2 1/2-16	.....	2 85
No. 8, 2 1/2	.....	2 75
No. 9, 2 1/2-16	.....	2 65
No. 10, 2 1/2	.....	2 55
No. 11, 3 1-16	.....	2 45
No. 12, 3 1/4	.....	2 48

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.

Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 72
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls

OAKUM	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	13 00
Plumbers (spun)	7 50

**OIL**

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13 1/2
Royalite	0 14	0 13 1/2
Palatine	0 17 1/2	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14 1/2	0 12 1/2
Black Oil (Winter)	0 12 1/2	0 13 1/2
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25 1/2	0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/4 lb.  
Tea lead, chest, 5 1/4 lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 1/4 lb.  
Brass, light, 11 1/4 lb.  
Zinc, heavy, 11 lb.  
Copper, heavy, 19 1/4 lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15 lb.  
Compos. turnings, No. 1, 13 lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 1/2c;  
bicycle tires, 2 1/2c.

**PACKING**

	Per lb.
Fine jute	0 11 1/2
Coarse jute	0 09 1/2
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

**PAPER, ETC.**

	Per 400 ft. roll.
... Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 90
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 80
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Heavy dry straw	2 05
Heavy tarred straw	2 05

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	4 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 05

**ROOFING PAPER**

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheathing	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 1/2%.

**PARERS**

Gen. Hudson, per doz.	\$7 75
Little Star, per doz.	6 50

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 1/2-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

Buttweld	Per 100 feet	Black	Galv.
1/4 in.	\$ 3 00	4 50	
1/2 in.	3 06	5 25	
3/4 in.	3 91	5 57	
1 in.	4 72	6 96	
1 1/4 in.	6 97	10 29	
1 1/2 in.	9 43	13 92	
1 3/4 in.	11 28	16 64	
2 in.	15 17	22 39	
2 1/2 in.	23 99	35 39	
3 in.	21 37	46 28	
3 1/2 in.	37 72	55 66	
4 in.	44 69	65 95	

**Lapweld.**

2 in.	17 02	24 24
2 1/2 in.	25 16	36 56
3 in.	32 90	47 81
3 1/2 in.	39 56	57 50
4 in.	46 87	68 13
4 1/2 in.	57 15	83 19
5 in.	66 60	96 94
6 in.	86 40	125 80
7 in.	116 62	165 40
8 in.	122 50	173 80
8 in. x 25 lbs. per ft.	141 12	200 00
9 in.	169 05	239 80
10 in. x 32 lbs. per ft.	156 80	222 40
10 in. x 40 lbs. per ft.	201 88	286 30

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$12 net.  
Lead waste pipe, \$13 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

**PLASTER**

Paris, per bbl., London	2 25
-------------------------	------

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Buckton's, genuine, 37 1/2 to 40  
per cent.

**PLATES (BOILER)**

	Montreal	Toronto
Plates, 1/4 to 1/2 inch,		
per 100 lbs.	4 50	4 50
Heads, per 100 lbs.	4 75	4 70
Tank plates, 3-16 in.	5 25	4 75

**PLUGS (METAL)**

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

**POLISH**

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

**PUMPS**

B.T. Pump, No. 1, net.	\$ 3 63
B.T. Pump, No. 2, net.	4 40
B.T. Pump, No. 3, net.	6 60
B.T. Pump, No. 4, net.	8 25
B.T. Pump, No. 5, net.	8 80
B.T. Pump, No. 6, net.	9 90
B.T. Pump, No. 7, net.	13 75

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,  
37 1/2%.  
Iron burrs, 37 1/2%.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets, 1/2-  
lb. packages, 1c per lb.; 3/4-lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 1/2c per lb.

**ROOFING**

	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 45
Asphalt roofing, 2 ply	1 85
Asphalt roofing, 3 ply	2 15
Compo Certainteed, 1 ply	1 76
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per	
gal. in barrels	0 22
Roofing cans, per lb.	0 05
Roofing nails, per lb.	0 06 1/2
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Mon-  
real.

**ROPE**

	lb.
Pure Manila basis	22 1/2
British Manila basis	18
African hemp basis	18
Sisal basis	15 1/2
Single lath yarn basis	15 1/2
Double lath yarn	16
Yacht marine	41
White polished halvards	23
Hemp, deep sea, line basis	31
Hemp, tarred rail line basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Inte rope basis	15
Italian rope basis	31
Above quotations are basis	
prices (5% and larger), and are	
subject to usual advances for	
small sizes.	
Cotton rope, 2-16 in.	0 29
14 in. and larger	0 28
Sisal Clothes Line	Per doz
2 ply 20 ft.	0 48
2 ply 40 ft.	0 64
2 ply 48 ft.	0 76
3 ply 60 ft.	0 96
3 ply 72 ft.	1 15
6 ply 60 ft.	1 44
6 ply 72 ft.	1 72
6 ply 100 ft.	2 40

**SCALES.**

Imperial Standard	25 p.c.
Champion	25 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.

Crown Even Balance ..... 40 p.c.  
Richelle Union Scale ..... 40 p.c.  
Dominion Plates Scales, ..... 40 p.c.

Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$1.60, plus 20c  
for stamping. Champion 10-lb.,  
\$6, plus 30c for stamping. Cham-  
pion 240-lb., \$9, plus 50c for  
stamping. Champion 600-lb., \$25,  
plus \$1 for stamping. Champion  
1200-lb., \$30, plus \$1 for stamping.  
Champion 2000-lb., \$39, plus \$1  
for stamping. Champion 2000-lb.  
with drop lever, \$46, plus \$1 for  
stamping. Household, 10-lb., \$4,  
10c net extra for stamping; 25-  
lb., \$5.20, 30c net extra for stamp-  
ing.

Discount from list on above  
25 per cent.

**SCREWS (MACHINE)**

Flat head, iron, 27 1/2%; flat and  
round head, brass, net; Fillis-  
ter head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47 1/2
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37 1/2
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws,	60%.

**SHEETS (BLACK)**

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 60	4 80
12 gauge	4 70	4 90
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

**Re Gauges of Sheets.**

On account of it being practi-  
cally impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10%  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.	Galvanized	Painted
28 ga.	\$ 5.50	\$ 2.75	
26 ga.	6.00	4.25	
24 ga.	8.00	5.25	
22 ga.	9.00	6.25	
20 ga.	11.00	7.25	
18 ga.	13.50	9.00	

Above prices are subject to 7 1/2  
per cent. discount to dealers.

**Galvanized**

B.W.	Queen's	Fleur-	Gorbals
gauge	Head	de-Lis	best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets —  
10% oz., \$6.50; U.S. No. 28, \$6.20;  
U.S. No. 26, \$5.90; 22 and 24  
gauge, \$5.75; 18 and



**THE LINE OF LEAST RESISTANCE** is the one you should follow if you are looking for real success. The Pratt & Lambert line of Varnish Products is the *line of least resistance for you*

— the one that sells quickest and with the least effort.

And why? Simply because powerful and persistent national advertising, coupled with sixty-seven years of growing reputation, has made the public familiar with the Pratt & Lambert line.

They will accept P&L goods because they know them.

You realize, as do most live dealers nowadays, the importance of this *friendliness* on the part of your customers, toward the different lines you carry. It's a mighty uphill job today to sell an unknown brand of goods against one whose name is familiarly and favorably known, *no matter what the relative prices may be.* Handling the P&L Line—the "Line of Least Resistance"—is insurance against cutthroat prices, over-stocked shelves, and unpleasant complaints. We want *you* for a P&L man. Write for P&L Dealers' Proposition.

**Pratt & Lambert-Inc.**

Varnish Makers 67 Years

24 Courtwright Street, Bridgeburg, Ont.

**Pratt & Lambert Varnish Proposition**  
Quality Sales Profits Repeats...



*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40,  
12½%, and 4th, 20%.

Above discounts on Black  
Goods only. Full Polished Goods,  
50c per doz. net extra. Half  
Polished Goods, 25c per doz. net  
extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24,  
\$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.  
**SOLDER** Montreal Toronto  
See weekly report.

**SOLDERING COPPERS.**  
Base, per lb., 52 cents.

**SOLDER, BAR**  
Guaranteed ..... 0 27½  
Strictly ..... 0 25½  
Commercial ..... 0 24

**SOLDER, WIPING**  
Star extra ..... 0 25½  
Easy ..... 0 23½  
Acme ..... 0 23

**SPELTER.** See weekly report.

**SPOUTS**  
Warner Malleable Winged  
Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.  
Montreal, Toronto and London

Fence staples, galv., in kegs 4 90  
Fence staples, galv., 25 lb.  
boxes ..... 5 15

Fence staples, bright, in  
kegs ..... 4 05  
Fence staples, bright, in  
25-lb. boxes ..... 4 30

Poultry netting staples, 100  
lb. kegs ..... 12 00

Galvanized discount 40 and 5%;  
bright, deduct \$1.10 from gal-  
vanized net. Extras, 60 lb. kegs,  
30c; 25 lb. kegs, 40c; 10 lb. kegs,  
50c.

**STUFFERS**  
Enterprise No. 25, each ..... 6 25  
No. 25, each ..... 8 50

**SWEEPERS, CARPET** Bissell's  
Boudoir ..... 31 00  
Champion Nic. .... 25 00  
Champion Jap. .... 23 00

Univ. Japd., cyco bearing. .... 26 00  
Univ. N.P., cyco bearing. .... 29 00

Grand Rapid, Japd., ball-  
bearing ..... 28 00

Grand Rapid, N.P., ball-  
bearing ..... 31 00

Princess, N.P., ball-bearing. .... 32 00  
Elite, ball-bearing ..... 36 00

Am. Queen, N.P., ball-bearing. .... 34 00  
Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**  
Grand Rapids Vac, doz. ....\$77 00  
Household Vac, doz. .... 63 00  
Superba Vac, doz. .... 92 00

**SWINGS**  
Baby, 2-passenger, each .....\$2 75  
Ontario, 2-passenger, each ..... 3 75

Ontario, 4-passenger, each ..... 4 50  
Stratford, 4-passenger, each 6 00

Boys Gilding Settees with  
awning, each .....13 50  
Without awning, each ..... 9 00

**TACKS**  
Strawberry box tacks, bulk;  
cheese box tacks, blued, bulk;  
trunk tacks, blank and tinned,  
bulk; carpet tacks, blued; carpet  
tacks, tinned; carpet tacks (in  
kegs); cut tacks, blued, in doz.  
only; cut tacks, ¼ cut tacks,  
blued and tinned, in weights;  
Swedes; Swedes upholsterers';  
bulk; Swedes brush, blued and  
tinned, bulk; Swedes glimp,  
blued, tinned and japanned; zinc  
tacks, prices quoted on applica-  
tion; leather carpet tacks; cop-  
per tacks. Discount 75%.

**NAILS**  
Copper nails; trunk nails,  
black; trunk nails, tinned; clout  
nails, blued; clout nails, tinned;  
chair nails; cigar box nails; pat-  
ent brads; fine finishing; picture  
frame points; lining tacks, solid  
head (in bulk). Discount 75%.

**NAPPED GOODS**  
Lining tacks, in papers; lin-  
ing tacks, in bulk; saddle nails.  
In papers; saddle nails, in bulk;  
tuffing buttons, 22 line, in doz.  
only; tin capped trunk nails;  
zinc glaziers' points, prices quot-

ed on application. Discount 75%.

**SHOE FINDERS' LIST**  
Shoe tacks, in dozens; shoe  
tacks, 1 lb. packages; Swedes  
shoe nails; soft steel nails; iron  
nails; zinc nails, prices quoted  
on application; hard steel nails;  
tempered steel shoe nails; chan-  
nel nails; Hungarian nails; min-  
ers' tacks; hob nails; zinc shank  
nails, prices quoted on applica-  
tion; steel wire shoe rivets; brass  
wire shoe rivets; clinch point  
shoe rivets, steel; Swedes shoe;  
clinch point shoe rivets, brass;  
steel cobblers' rivets; brass cob-  
blers' rivets. Net list.

**TAPES—Lutkins**  
Ass skin, No. 713, 50 ft., doz. 2 15  
Ass skin, No. 714, 66 ft., doz. 3 80  
Linen, No. 404, 66 ft., each. 1 25  
Metallic, No. 603, 50 ft., ea. 1 60  
Challenge steel, No. 263, 50  
ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**THERMOMETERS**  
Incubator, doz. .... 5 40  
Dairy, dozen ..... 2 40—4 45

**TIES (METAL)**  
Galv., wall ties, per 1,000. \$5 00  
Painted wall ties, per 1,000. 5 00

**TIES, COW**  
Open Ring, Closed Ring, 40 and  
5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**  
Discount, 27½%.  
Plain, 66 2-3%.

Re-tinned, 60 and 10%.

**TOOLS, HARVEST**  
Ordinary brands, 40%.

Samson and Sovereign, 30 and  
10%.

**TROUGH (EAVE)**  
G. G. Square head and half round  
Size in girth Per 100 feet

8 in. .... \$ 6 90  
10 in. .... 7 70  
12 in. .... 9 10  
15 in. .... 12 50  
18 in. .... 16 00

Discount 45 and 2%.

**TRACK**  
B.T. Single Rail .....24c ft  
B.T. Double Angle .....22c ft.  
B.T. Double Tee .....20c ft.

Discount off above, 45%.

**TRESTLES**  
6 ft., each \$1.50 14 ft., each \$4.20  
8 ft., each 2.00 16 ft., each 4.80  
10 ft., each 2.50 18 ft., each 5.40  
12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.  
650 ft., per lb. .... 0 13  
600 ft., per lb. .... 0 12  
550 ft., per lb. .... 0 10½  
500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.  
10-ton lots, ½c lb. allowance.  
Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb. Montreal Toronto  
5-ply and up ..... 0 28½  
4-ply ..... 0 38  
3-ply ..... 0 34

**TUBES**  
Boiler Tubes, Lapwelded.  
100 ft., 2 in. .... 17 50  
100 ft., 2½ in. .... 23 00  
100 ft., 3 in. .... 27 00  
100 ft., 3½ in. .... 32 00  
100 ft., 4 in. .... 40 00

**TUBS** Samson Galvanized  
No. 1, doz., net ..... 13 20  
No. 2, doz., net ..... 15 60  
No. 3, doz., net ..... 17 40

**Hercules**  
No. 4 ..... 12 40  
No. 5 ..... 13 83  
No. 6 ..... 15 40

**Common Galvanized**  
No. 0, doz. .... 8 33  
No. 1, doz. .... 11 16  
No. 2, doz. .... 12 15  
No. 3, doz. .... 13 86

Per nest  
Nests of 3—0, 1 and 2 .....\$2 38  
Nests of 3—1, 2 and 3 ..... 2 05  
Nests of 4—0, 1, 2, and 3 ..... 2 95

**WOOD TUBS**  
No. 0, per doz. .... 11 00  
No. 1, per doz. .... 9 50  
No. 2, per doz. .... 8 00  
No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.  
Stand, compr. work, 65 p.c.  
High grade compr. work, 59 p.c.

Cushion work, 50 p.c.  
Fuller work, bibs, 58 p.c.; No. 0  
basin cocks, 58 p.c.; and 1 and  
2 basin cocks, 53 p.c.; bath  
bocks, 64 p.c.

Flatway stop and stop and waste  
cocks, 60 p.c.; roundway, 60 p.c.  
J. M. T. Globe, Angle and Check  
Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.  
Standard, 57½%; patent quick  
opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**  
Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

Copper boiler and tea kettle pitts,  
plus 10%.

**WARE, JAPANESE**  
Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**  
Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%  
off.

Enameled street signs, on ap-  
plication.

**WARE, GALVANIZED.**  
Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARE, JAPANESE.**  
Japanned ware, 22½%.

Japanned ware, white, 17½%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**  
Discount, 17½%.

6, 10 and 14-qt. flaring pails,  
17½%.

Copper bottom tea kettles and  
boilers, list.

**WARE, STAMPED.** Plain 66 2-3%.

Retinned, 60-100%.

Tinners' trimmings, plain,  
66 2-3%.

Tinners' trimmings, retinned,  
60, 10%.

Tinners' trimmings, general,  
27½%.

**WASHERS, IRON.**  
Full box, 25%; smaller lots,  
25%, assorted. Price less 50 lbs.  
add 1c lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**  
Sectional, 1 lb., per 100 lbs. 2 25  
Sectional, ½ lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per cwt. 1 60

**WEIGHTS.** Horse, 5c lb.

**WHEELBARROWS.**  
Navvy, steel wheel, doz. ....31 25  
Gardner, steel wheel, doz. ....43 20

Light garden, each ..... 2 50  
Heavy garden, L-side, each. 3 75  
Heavy farm, solid side, ea. 3 75

**WHIFFLETREES**  
Tubular steel, 28 ins. ....  
Tubular steel, 34 ins., per  
doz. ....

Tubular steel, 36 ins., per  
doz. ....

Tubular steel neckyokes, 26  
inches, per doz. ....

Tubular steel doubletrees,  
40 inches, per doz. ....

Tubular steel lumberman's,  
44 inches, per doz. ....  
Prices temporarily withdrawn.

**WIRE.** Copper wire, 10%.

Brass wire, 3 to 24 gauge, add  
33 1-3%; 25 to 36 gauge, add  
20%.

**WIRE, CUT HAY BALING.**  
No. 9, \$4.10; No. 10, \$4.15; No.  
11, \$4.25; No. 12 and 13, \$4.35; No.  
13½, \$4.45; No. 14, \$4.65; No. 15,  
\$4.85. Plus 7½%.

F.o.b. Toronto, Hamilton and  
Montreal.

**WIRE CLOTH (Galvanized)**  
4 mesh ..... 7 70  
6 mesh ..... 8 15

**WIRE, STOVE PIPE.**  
No. 18, \$5.50; No. 19, \$5.75.  
F.o.b. Toronto, Hamilton, Mont-  
real, and freight equalized.

**WIRE CLOTHES LINE.**  
No. 17, \$6; No. 18, \$4.55; No.  
19, \$4 in 1,000 feet coils, includ-  
ing reels. F.o.b. Hamilton. To-  
ronto, London and Montreal.

**WIRE, FINE STEEL.**

Discounts 15 per cent. List of  
extras. In 100-lb. lots; No. 17,  
\$5; No. 18, \$5.50; No. 19, \$6; No.  
20, \$6.65; No. 21, \$7; No. 22,  
\$7.30; No. 22, \$7.65; No. 24, \$8;  
No. 25, \$9; No. 26, \$9.50; No. 27,  
\$10; No. 28, \$11; No. 29, \$12; No.  
30, \$13; No. 31, \$14; No. 32, \$15;  
No. 33, \$16; No. 34, \$17. Extra  
net. Tinned wire, Nos. 17-25, \$3;  
Nos. 26-31, \$5; Nos. 32-34, \$7;  
Coppered, 75c; oiling, 10c; in 25-  
lb. bundles, 15c; in 5 and 10-lb.  
bundles, 25c; in 1-lb. hanks, 25c;  
in ¼-lb. hanks, 28c; in ¼-lb.  
hanks, 50c; packed in casks or  
cases, 15c; bagging or papering,  
16c.

**WIRE, HAY, IN COILS.**  
Montreal, No. 13, \$4.05; No. 14,  
\$4.10; No. 15, \$4.20.

**WIRE, SMOOTH STEEL.**  
No. 0-9 gauge, \$4.25 base; No.  
10 gauge, 6c extra; No. 11 gauge,  
12c extra; No. 12 gauge, 30c ex-  
tra; No. 13 gauge, 30c extra; No.  
14 gauge, 40c extra; No. 15  
gauge, 55c extra; No. 16 gauge,  
70c extra.

Extra net per 100 lbs.—Oiled  
wire, 10c; spring wire, \$2.50;  
bright, soft drawn, 15c; charcoal  
(extra quality), \$1.25; packed in  
casks or cases, 15c; bagging and  
paperings, 10c, 50 and 100-lb.  
bundles in 25-lb. bundles, 15c; in  
5 and 10-lb. bundles, 25c; in 1-lb.  
hanks, 50c; in ¼-lb. hanks, 75c.  
in ¼-lb. hanks, \$1.

**WIRE CLOTH.**  
Painted screen, in 100-ft. rolls,  
\$2.25 net 100 sq. ft.; in 50-ft. rolls,  
\$2.30 per 100 sq. ft.

Bronze screen, 12c sq. ft.  
Cut lengths, 13c sq. ft.

**WIRE (FENCE)** Toronto &  
London Montreal

Barb ..... 4 25 3 95  
No. 9, coil spring. 3 95 3 95  
No. 9, plain galv. 3 90 3 70  
No. 12, plain galv. 4 05 3 85  
No. 13, plain galv. 4 15 3 95  
O. & A., No. 10 ..... 4 41 4 41  
O. & A., No. 11 ..... 4 47 4 46  
O. & A., No. 12 ..... 4 55 4 55

**WIRE BALE TIES.**

Single Loop— Per cwt.  
No. 12 ..... \$ 4 55  
No. 13 ..... 4 65  
No. 13½ ..... 4 70  
No. 14 ..... 4 80  
No. 15 ..... 5 00  
No. 16 ..... 5 25

**WRINGERS.**  
Royal Can., 11 in., doz. list. \$4 80  
Eze, 11 in., per doz. .... 91 80  
Trojan, 12 inch ..... 185 00  
Favorite, 511E ..... 105 80  
Unexcelled, 1041E ..... 129 40  
Easy Work ..... 90 50  
Challenge, 2111E ..... 94 30  
Gem, 141E ..... 91 80  
Sunlight, 111 ..... 82 80  
Ottawa, 341E ..... 103 30  
Empire, 11 in. .... 93 80  
Superior, 11 in. .... 84 80  
Majestic, 11 in. .... 88 00  
Perfect, 11 in. .... 97 50  
Bicycle, 11 in. .... 103 30  
Daisy No. 2 .....  
Daisy No. 1 .....  
Maple Leaf No. 2 .....  
Maple Leaf No. 1 .....  
Sun .....  
Safety ..... 97 50  
Rapid ..... 82 80  
Universal ..... 63 00  
Eureka, 10" ..... 65 00  
Eureka, 11" ..... 71 00  
Eclipse ..... 97 70

Discount off above list.

Prices—50%

Freight equalized on shipments  
of ¼ doz. and upwards on Mont-  
real, Toronto, Kingston, Hamil-  
ton, London, St. Mary's.

**WRENCHES.**  
Regular, 65%.

Trim, 57½% off list; parts, 55%.

Stillson, 65%; parts, 62½%.

Coes, 20%.

**WRINGERS—MOP.**

White, No. 1, each ..... 1 35

**ZINC (SHEET)** Montreal Toronto  
5 cwt. casks ..... 0 25

White, No. 2, each .....\$1 00

White, No. 3, each ..... 1 35

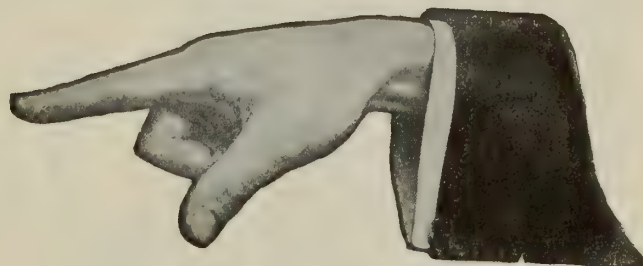
Part cask ..... 0 25½



# When You Order Dry Colors

*See That You Get*

# MUNRO'S



**REDS    GREENS    YELLOWS    BLUES**  
**PARIS GREEN**

Made in Montreal by

**The Allan Munro Color Co., Limited**

## NOTICE TO BUYERS

We consider it advisable to place orders  
 now for your fall and winter supply of

# SIMONDS

**CRESCENT GROUND  
 CROSS-CUT SAWS  
 AND HAND SAWS**

both as a protection against changes in price  
 and to insure a supply being held for you.

## SIMONDS CANADA SAW CO., LIMITED

St. Remi St. and Acorn Ave., MONTREAL, QUE.

Vancouver, B.C.

St. John, N.B.

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.80 per 100 lbs.; 5 lb. packages, \$6.60 per 100 lbs.

## BEESWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Montreal Toronto  
Per lb. 0 14 0 16  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Per lb.  
Raw Umber, 100 lb. keg. 5-12c  
Burnt Umber, 100 lbs. 5-12c  
Raw Sienna, 100 lb. kegs. 5-12c  
Burnt Sienna, 100 lb. kegs. 5-12c  
Imp. green, 100 lb. kegs. 0 22  
Chrome green, pure 0 35  
Chrome yellow 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. 0 12  
Indian red, No. 1, 100 lb. k. 0 05  
Venetian red, best bright. 0 04  
Venetian red, No. 1 0 02  
Drop black, pure dry. 0 25  
Golden ochre, 100 lb. kegs. 0 06  
White ochre, 100 lb. kegs. 0 03  
White ochre, barrels 0 02½  
Yellow ochre, barrels 0 02½  
Spruce ochre, 100 lb. kegs. 0 03½  
Canadian red oxide, bbls. 0 01½  
Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13  
Indian red 0 18  
Chrome yellow, pure 30-35  
Golden ochre, pure 0 18  
French spruce ochre, pure 0 15  
Chrome green, pure 15-22  
French permanent green, pure 0 20  
Signwriters' black, pure. 0 24  
Marine black, 25-lb. irons 0 07  
Lampblack 0 21

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel 4 50  
Anchor Floorlustre 2 10  
O.P.W. Sunshine White 4 10  
Old Dutch Enamel 4 00  
Jas-per-lac floor enamel. 1 90  
Jas-per-lac art enamel 3 10  
Martin's Enamel 4 25  
Mooramel 4 35

## FILLER

Luxeberry Enamel \$5 00  
Screen Enamel, BB 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. 0 13½  
\$1.10 for demi-john extra.

## GLUE

Per lb.  
French medal 0 20  
English common sheet 0 25  
English prima 0 25  
White pigafot 0 23½  
Perfection amber, ground, No. 1230 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags 0 35  
Gelatin, 112 lb. bags 0 45  
Ground glues, 112 lb. bags—  
No. 1 0 20  
Extra 0 18  
Dreadnought, lb. 0 14½

## GLASS

### (TORONTO QUOTATIONS)

Size	United	Inches	Star	Diamond
Under 25	\$7 80	\$11 90		
26 to 34	8 15	12 85		
35 to 40	8 50	13 60		
41 to 50	11 75	15 50		
51 to 60	12 25	15 85		
61 to 70	13 10	16 80		
71 to 80	14 75	18 35		
81 to 84		22 75		
85 to 90		24 35		
91 to 94		25 00		
95 to 100		29 00		
101 to 105		32 00		

106 to 110 37 00  
Discount, 25 per cent.; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price  
United Inches Star Diamond  
Up to 25 \$7 80 \$11 90  
26 to 34 8 15 12 85  
35 to 40 8 50 13 60  
41 to 50 11 75 15 50  
51 to 60 12 25 15 85  
61 to 70 13 10 16 80  
71 to 80 14 75 18 35  
81 to 85 22 35  
86 to 90 24 35  
91 to 95 25 00  
96 to 101 29 00  
101 to 105 32 00  
106 to 110 37 00  
Discount, 20 and 5 per cent.

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off Toronto.  
Country discount, 20 and 5% off list, delivered.  
F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots  
Montreal Toronto  
"Anchor Pure" \$13 30 \$13 45

O.P.W. Decorators'  
Pure 13 30 13 45  
Crown and Anchor. 13 30 13 45  
Crown Diamond  
Pure 13 30 13 45  
Elephant Genuine. 13 60 13 75  
Green Seal 13 30 13 45  
Moore's Pure White  
Lead 13 30 13 45  
O.P.W. Decorators  
Pure 13 30 13 45  
O.P.W. English 12 75 13 70  
Painters' Perfect. 12 85 13 00  
Ramsay's Pure  
Lead 13 30 13 45  
Tiger Pure 13 30 13 45  
Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine, \$15 Montreal and \$15.15 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$17 less than ton lots. Ton lots less 5 p.c.

## LEAD (RED DRY)

Genuine, 560-pound

casks, per cwt. 13 50 13 50

Genuine, 100-pound

kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

## LEAD, ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 60

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

## MURESCO

Tints in 5 lb. packages, per 100 lbs., \$5.40

## LINSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "Eng-lish" white 2 65

"English," ordinary colors. 2 50

Benjamin Moore's "Egyp-tian" Brand 1 80

Canada Paint Co.'s Pure. 2 65

Crown Diamond 2 35

Crown Diamond, floor. 2 00

Elephant 2 35

Freecotone, white 2 50

Freecotone, colors 2 40

## Jamieson's Crown and An-chor

2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure. 2 50

Minerva, white 2 35

Minerva, ordinary colors. 2 40

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint, (Wpg.) 2 55

Stephens' Floor Paint (Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

## PARIS GREEN

Mun- C.P. Ber- ro's Co. gers

600-lb. bbls. 42¾ 38¾ 39½

250-lb. kegs 43 39 39¾

100-lb. drums 44 40 40¾

50-lb. drums 44 40 40¾

25-lb. drums 44¼ 40¼ 41

1-lb. 100s, pkgs. 46¼ 42¾ 43

½-lb. 100s 48¾ 44¼ 45

1-lb. 100s, tins. 47¼ 43¾ 46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. \$2.25-\$2.50

## PRIMER

Luxeberry Primer 2 25

## PASTE WOOD FILLER

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

½ Barrels 0 06½

Barrels 0 06

## PUTTY

Standard Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums. 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance

## SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal. 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

## TURPENTINE

See weekly report for prices.

## SLATING

Liquid Slating, B.B. \$3 00

## STAINS

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finis 2 80

Creo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20

## VARNISHES

Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90

Copalline Varnish 2 50

C. P. Co.'s Sun Varnish. 2 50

Dependon Light Hard Oil Finish 1 70

Dulgloss 3 00

"Dreadnought" floor varnish 2 30

"Dreadnought" spar varnish 2 30

"Dreadnought" Varnish 2 65

"Dreadnought" varnish (gloss) 1 90

## "Dreadnought" varnish

(eggshell) 1 90

"Dreadnought" hard oil fin- 1 20

ish 1 20

"Dreadnought" interior var- 1 20

nish 1 20

"Dreadnought" terebene 1 60

dryer 1 60

"Dreadnought" bronzing li- 1 05

quid 1 40

Elastic Interior 1 55

Elastic Exterior 2 00

Elastic Exello 2 55

Everlastic (Floor) 2 25

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kopi 2 30

Kyanize floor finish 3 50

Kyanize cabinet rubbing. 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxeberry light 2 60

Luxeberry spar 4 10

Luxeberry exterior 4 50

Marble-ite 2 31

Mar-Not 2 70

Martin-Senour finest inter'r. 2 60

Martin-Senour Wood-Var 2 30

Maritime spar varnish. 4 00

No. 1 Furniture Varnish 1 25

Pure White Shellac 2 40

Pure Orange Shellac 2 25

Sherwin-Williams "Kopal" Varnish 2 75

Stove-Pipe Varnish, ¼ pints, gross 9 00

Sun Waterproof Floor Finish 2 75

Sun-Spar Varnish 4 00

## WATER PAINTS

Opalite, 300 lb. bbls 0 12

Opalite, 100 lb. kegs 0 12½

1 gal. package, per pkg. 0 65

½ gal. package, per pkg. 0 35

Corallite, 5-lb. pkgs. 0 04½

## WASTE (POLISHING)

Cream 0 17½

## WASTE, WHITE WIPING

XXX Extra 0 16

X Grand 0 15

XLGR 0 14



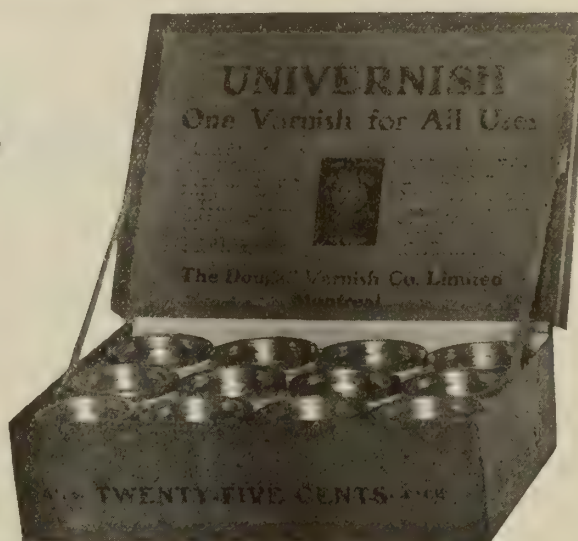
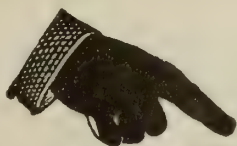
# Put One In a Prominent Place—

## UNIVERNISH

is the last word in varnishes—it is good for every purpose where a varnish is required.

It's good for floors, pianos, doors, wood-work, table tops, boats, automobiles—it will give splendid results anywhere and everywhere.

You can safely recommend it and we will stand behind you—order a stock to-day and give it prominence. It's a good seller and will pay you well.



Put up in handsome boxes containing twelve quarter pints, to retail at 25c each, also in all regular larger sizes.

## The Dougall Varnish Co., Limited

305 MANUFACTURERS STREET

MONTREAL

RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$15.25;  
chilled, \$16.75; buckshot, \$16.05;  
ball, \$16.45.

## ANVILS

Peter Wright, 80 lbs. and up,  
\$14½ per lb.; clip horn, 15½¢.  
Norris, 41 to 56 lbs., 15¢; 57 to  
70 lbs., 13½¢; 71 to 83 lbs., 12½¢;  
84 lbs. and over, 12¢.

## AXES

H. B., 1 lb., \$7 per doz.; 1½  
lbs., \$7.40; 2 lbs., \$7.75; 2½ lbs.,  
\$8.50; 3 lbs., \$8.75; 3½ lbs. and 4  
lbs., \$9.50; H. B. Handled Axes, 2  
lb., \$10; 2½ lb., \$10.75; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.50;  
lb. and 4 lb., \$11.75; Black Prince  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$20.80.

**BAR, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$3; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
C6 2-3 p.c. off list.  
Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; small nuts, 1c advance  
over list; case lots, net list;  
stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12c.

## BUILDING PAPER

Tarred, 75c to \$1.20 per roll,  
according to quality; plain, 55c  
to \$1.05.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Bavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 33 1-3; Imperial, 50,  
2¼; Premier, 33 1-3; Colonial, 50,  
2¼; white, 60, 7½; diamond,  
33 1-3; pearl, 50, 2½ per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$1.25 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.

**FILES.** Nicholson's 57½ p.c.

## GALVANIZED WARE.

10% advance on net list, except  
heavy tubs and heavy pails,  
which are net list.

**GLASS, WINDOW** Single Double  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 35 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90. Apollo and

## IRON GALVANIZED

Premier de Lis"  
10½ oz. or 28 Eng... 7 25 7 25  
28 Am. or 26 Eng... 7 00 7 00  
26 Am. or 26 spec... 6 70 6 70  
24 ..... 6 30 6 30  
22 ..... 6 20 6 20  
18 and 20 ..... 6 00 6 00  
16 Am. .... 5 85 5 85  
14 Am. .... 5 85 5 85

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain ..... 8 25  
No. 20, X-ray ..... 12 00  
No. 22, Dash-board ..... 10 75  
Trulite, short globe, doz... 8 25  
**LEAD PIPE,** \$13.40.

## LEAD WASTE, \$14.40.

## LINSEED OIL

Raw, per gal., \$1; boiled, per  
gal., \$1.03.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.  
**NETTING.** Poultry, 40 per cent.  
Banner Netting, 24 in., \$2.65;  
36 in., \$3.35; 48 in., \$3.90; 60 in.,  
\$4.65; 72 in., \$5.35.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

	Tin	vanized
½ gal., dome top ....	\$2 73	\$...
1 gal., dome top ....	3 32	6 05
2 gal., dome top ....	5 17	9 35
5 gal., dome top ....	8 24	14 85

## OILS

"Buffalite," 20c; Ideal Thresher,  
35c; "P" Castor machine oil, 30c;  
Buffalo Engine gasoline, 32½¢;  
Buffalo "A" gas engine oil, 45c;  
Royal gasoline, 32c; Family  
Safety coal oil, 19½¢; "Engo-  
line" engine coal oil, 15\*c; Sum-  
mer Black oil, 19c; Kelsco engine  
oil, 45c; Silver Star oil, 16\*c;  
Royalite oil, 17c; Standard gas  
engine oil, 42c; Prairie Harvester  
oil, 40c.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ in., \$6.25; ¾ in., \$6.20; ½  
in., \$6.75; ¾ in., \$8.45; 1 in.,  
\$12.50; 1¼ in., \$16; 1½ in., \$20.25;  
2 in., \$27.20; 2½ in., \$43.05; 3 in.,  
\$56.30.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.75; 8  
inch, \$5; full polish, 6-7 inch,  
\$5.75; 8 inch, \$6; Black sheets,  
\$4.90; 8 inch, \$5.15; Black sheets  
— 28, \$5; 26, \$4.85; 18-24, \$4.75;  
16, \$5.35; 14, \$5.25; 12, \$5.35; 10,  
\$5.25.

**PLOW SHARES,** 10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PURTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assorter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½¢ base; pure Manila,  
24c base; British Manila, 19c  
base; lath yarn, 16½¢ base; Afri-  
can hemp, 19c base; cotton rope,  
30c.

Tarred Marline Hanks, per  
lb., 31c.

**SASH BALANCES** (Caldwell.)  
33 1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

## SHEET ZINC. Any lots, 30c.

## Black Steel Sheets

10 gauge .....	5 00
12 gauge .....	5 10
14 gauge .....	5 00
16 gauge .....	5 10
17-24 gauge .....	4 50
26 gauge .....	4 60
28 gauge .....	4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$3.90 at  
Fort William, \$4.30 Winnipeg;  
galvanized staples, \$4.70 Fort  
William; \$5.10 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 70-10% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... \$13 50  
20 x 28 I.C. .... 15 00

Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.  
Norris vises, 45 lbs. and under,  
\$7.50 each; over 45 lbs., 18c lb.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

Decorators' pure, ton lots,  
\$14.05; less than ton lots, \$14.35.

## WIRE, BARB

Lyman 4-point, \$3.40 f.o.b. Ft.  
William, \$3.65 Winnipeg; Glidden  
Cattle, 2 pt., \$3.25 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.20 Ft. William, \$3.45 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;

Winnipeg, \$9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls,  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Rale ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.

Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0.9, \$4.65; 10, \$4.71; 11, \$4.77;  
12, \$4.85; 13, \$4.80; 14, \$4.90; 15,  
\$5; 16, \$5.20.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$41 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





# Stephens

House Paints, Floor Paints,  
Barn Roof and Elevator Paints,  
Structural Iron Paint, Silk-  
stone Flat Wall Colors, In-  
terior Enamels, Wa-ko-ver  
Stains, Carriage Paints.

A line that assumes all-around satisfaction in  
your paint department.

The quality and service of Stephens pro-  
ducts have built a splendid reputation for  
them in the West.

Our paints are made to withstand the  
extremes of the Canadian climate, and do so  
efficiently. They have remarkable covering  
capacity and are attractive until completely  
worn out.

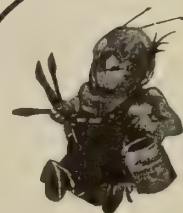
Sell Stephens Products and you make re-orders  
double-sure.

*Write us re our exclusive agency.*

## G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



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# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

**SEYMOUR SHEARS**  
have been the Standard for over eighty years

**TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS**

**BARBER SHEARS  
LADIES' SCISSORS**

**TINNER SNIPS**

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER Limited, New York**  
**A. MacFARLANE & CO., Montreal**  
Canadian Agents.



**Trulite** The Original Short Globe Lantern.  
Made only by  
**Ontario Lantern & Lamp Co.,**  
HAMILTON, CANADA Limited

**BEAR BRAND LAMP BLACKS**  
A Germantown of quality that gets big business  
**WILCKES, MARTIN, WILCKES CO.**  
135 WILLIAM ST. NEW YORK

**K** Bath Room Fittings and Auto Accessories are guaranteed.  
**KINZINGER, BRUCE & CO., LTD.**  
Niagara Falls, Canada

**"CONDOR"**  
—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write  
**The Basters, Jackson Co.**  
22 College Street, TORONTO

**"BEST'S" No. 21 WEATHER STRIP**  
Double Felt and Zinc.  
Write for Samples and Prices  
**Best Weather Strip Co., Ltd.**  
Hamilton Ont.

The more your customers know about babbitt the better they like the

Made in the West by  
**OWL METAL CO., LTD.**  
WINNIPEG

**OWL BRAND**



**CROP PROSPECTS**

Every business man is intensely interested in crop prospects in various parts of Canada. Your decision in many important business transactions during the next few months will hinge on the outlook for a big crop. The Financial Post has secured the services of F. M. Chapman, Editor of Farmer's Magazine, to give each week, on the front page of The Post, a general review of crop conditions in various parts of Canada. We are endeavoring to make this the most reliable and up-to-date review of crop situation published in Canada. The Financial Post is issued every Friday. Subscription price \$3.00 per year. \$1.50 for six months. Sample copy sent on request.

**THE FINANCIAL POST OF CANADA**  
Published by  
**THE MACLEAN PUBLISHING CO., LTD.**  
143-153 University Avenue, TORONTO

**You Sell Something to Somebody**

AND to that somebody you must make known—by advertising—what you sell, why it is good, and so on. Also, you must have a medium—a publication read by your customers or should-be customers.

All this you consent to without demur. What may perplex you a little is the Medium to employ.

This should not be a puzzle if your product or commodity is one purchased by the general public, and if your constituency of buyers is found everywhere in Canada.

The one medium of quality and of national circulation is

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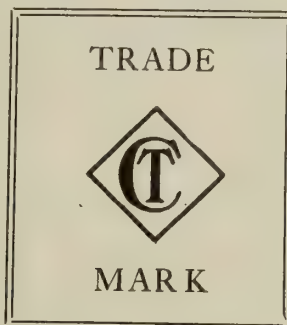


# CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

## BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



## WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture  
NIPPLES in all sizes—black or galvanized.

**WORKS: LACHINE CANAL, - - - - MONTREAL**

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**R. F. SHURLY**  
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**FRED. SHURLY**  
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**H. W. BRYNE**  
Gen. Superintendent

**M. M. PARKS**  
Secretary



## SATISFACTION is the Secret of a Good Trade

Our line of saws meet the desires of the most particular people. It is the best possible product of human skill and long experience.

Each sale is productive of a splendid profit.

**R. H. SMITH COMPANY, LIMITED**  
Est. 1855

**ST. CATHARINES, ONT.**

## YOU CAN SELL MORE WHEELBARROWS

Many a family lacks one. Many a town home and farm home needs a new one. Many men want barrows, but want to have this want speeded up. They wait on you to suggest a barrow. Show them

### The "London" Barrow

and you'll surely make sales. It is all extra business and profit, and you are rendering your customers a real service. Send for illustrated catalogue of our specialties. With it you can secure orders.

**The London Foundry Co., Ltd.**  
LONDON, ONTARIO



## TWO CENTS PER WORD

You can talk across the continent for two cents per word with a **WANT AD.** in this paper

*If interested, tear out this page and keep with letters to be answered.*



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

**BOLTS, RIVETS, WIRE & WIRE NAILS**

Quality Rite  
Prices Rite



Quick Service

**NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.**

## STENCIL INKS

Drop a card for prices and particulars  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
HAMILTON, ONT.

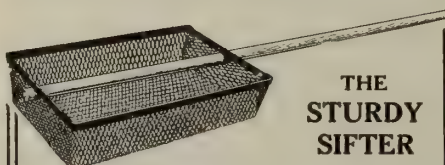
## ESTABLISHED 1849. BRADSTREET'S

Offices Throughout the Civilized World  
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
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Halifax, N.S.	Montreal, Que.
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Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
	Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

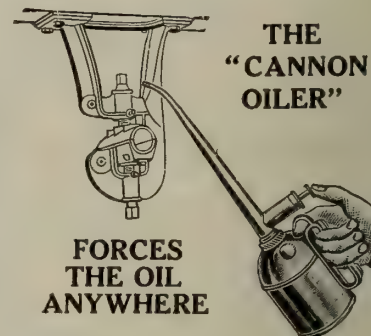
**THOMAS C. IRVING, General Manager**  
Western Canada  
TORONTO



## THE STURDY SIFTER

The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by

**THE COLLINS MFG. CO.**  
415 Symington Avenue, - Toronto



## THE "CANNON OILER"

**FORCES  
THE OIL  
ANYWHERE**

### Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. A sure good sale and splendid profit. Order it now.

**R. E. BLOOMER**  
KEITHSBURG, ILL.

## MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

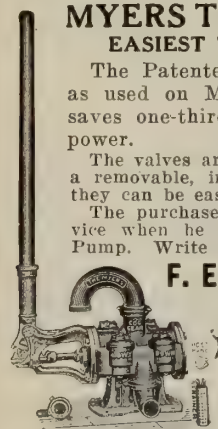
The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

**F. E. Myers & Bro.**  
Ashland, Ohio.

J. H. Ashdown, Hdwe.  
Co., Ltd., Winnipeg,  
Calgary & Branches.

Lewis Bros., Ltd.,  
Montreal, Distributors  
of Myers Pump.



## FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

**F. W. LAMPLOUGH & CO.**  
Unity Bldg., Montreal



## Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

**James Bros. Foundry**  
PERTH, ONT.

**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**



## OAKEY'S

The original and only  
Genuine Preparation  
for cleaning Cutlery

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS Limited**  
Manufacturers of

Emery, Black Lead, Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

**The PARMENTER BULLOCH CO., Ltd**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



## THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil, and does the work in half the time, and better, easier and more satisfactory.

Sold to jobbers only.

Manufactured by

**SCHOENER MFG. COMPANY**  
St. Cloud, Minn.

Canadian Distributors:  
Merrick-Anderson Co., Winnipeg, Man.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



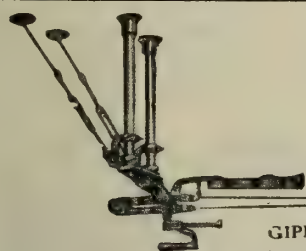
<p>Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.</p>	<p><b>LET US QUOTE YOU</b></p>	<p><b>IRON AND STEEL HARDWARE TOOLS</b></p>	<p><b>WE SHIP PROMPTLY</b></p>	<p>Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.</p>
<p><b>WILKINSON AND KOMPASS</b></p> <p>TORONTO HAMILTON WINNIPEG</p>				



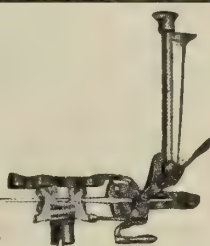
**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



## FACTS



GIPE-HAZARD STORE SERVICE CO., LTD.  
97 Ontario St., Toronto, Canada

We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test.

SEND FOR OUR NEW CATALOGUE F.



# GASOLINE

We are refiners and manufacturers of Gasoline, Coal Oil, Distillate, and all Petroleum Products

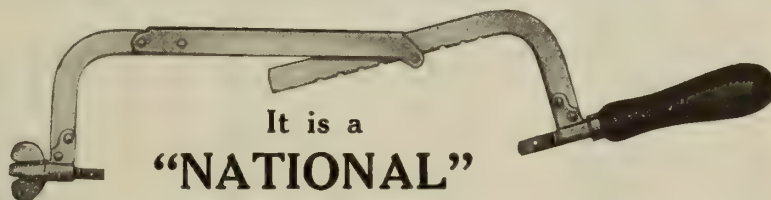
Let us quote you on any quantity from a can to a tank car.

# OILS

**Continental Oil Co., Limited**  
WINNIPEG

Branches: Brandon Regina Saskatoon  
Swift Current Calgary Lethbridge

## Adjustable Hacksaw Frame



It is a  
"NATIONAL"

Frames are made of extra heavy stock, suitable for the purpose. Neatly finished and nickel-plated, making a strong, serviceable frame. Other finishes made to order. Packed half a dozen in a box, without blades. Distance from bottom of frame to tooth edge of saw, 3 inches. Takes blades 8 in. to 12 inches.

Send for illustrated catalogue of machinists' and woodworkers' tools.

**National Machinery & Supply Co. Ltd.**  
HAMILTON, CANADA



CLOTHES LINE

Our CELEBRATED HOLLOW  
CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

**THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.**

KINDLY MENTION THIS PAPER WHEN ANSWERING  
ADVERTISEMENTS

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**Mr. Hardware Dealer**  
are you tired of listening to  
the repeated complaints that  
the **BRUSHES** you carry



"SHED HAIR"  
"ARE AS SOFT AS A RAG"  
"SPREAD LIKE A PEACOCK'S TAIL"  
"WORK LIKE A SPONGE"  
"WON'T CARRY COLOR"  
"ARE TOO THIN ON TOP"  
"DON'T WEAR WELL"  
"ARE POORLY CHISELLED"  
"ARE AS COARSE AS A BROOM"  
"STUMP TOO SOON"  
"ARE NO GOOD"

If so you **DO NOT**  
carry

**SIMMS  
BRUSHES**

as they are free from  
the cause of all such  
complaints

Backed by 40 years' experience in brush making; built in the finest and most up-to-date plant used in the business by men specially skilled in the art of making **GOOD BRUSHES**

and sold at a price no higher than the common kinds.  
**CAN YOU AFFORD to be without these BUSINESS BUILDING BRUSHES?**

We are prepared to put before you the most complete line of brushes

MADE IN CANADA

Write us for particulars.

**T. S. Simms & Co.**  
Limited

St. John (Fairville), N. B.

**SIMMS**  
SET IN RUBBER



# Wire Cloth

of every description

Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

**Canada Wire & Iron Goods Company**  
Hamilton, Ont.  
Eastern Representative,  
H. F. O. Full, 184 Main St., Montreal, Que.

## TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel  
Best Quality Steel Plough Rope  
Wire  
Piano Wire, Needle Wire  
Spring Wire, Hackle Pin Wire  
Umbrella Wire  
Hard and Tempered Flat Wire, 1/4"-  
3/4" wide for Busks  
Steel Wire for Metal Fret Screws  
Galvanized Wire for Hawsers and  
Submarine Cables

**J. SHIPMAN & CO., LTD.**

**ATTERCLIFFE STEEL WORKS & WIRE MILLS,  
SHEFFIELD, Eng.**

Telegrams: "Shipman Sheffield."  
Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,  
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

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# TARRED FELT

**SPECIFY  
DOMINION BRAND**

**J. H. McCOMB, LIMITED**

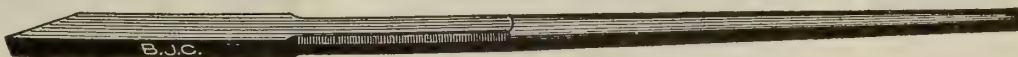
Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

**MONTREAL**

## CROWBARS

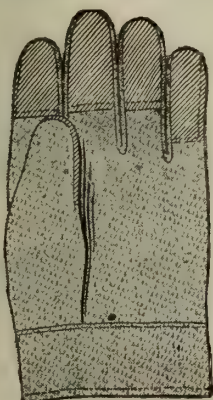
No. 102-A—CHISEL POINT

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL**



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

## Motorists Buy Them



Owners of cars and their chauffeurs like our Tapatco Cotton Gloves for the rough work of the garage. They save the hands at every turn.

Suggest our Gloves to motorists; to women who work in the Garden; to stablemen, to farmers, in short, to every individual and class of worker who can use a serviceable and inexpensive Cotton Glove.

**TAPATCO COTTON GLOVES**  
REGISTERED BRAND TRADE MARK

Every pair sold adds so much to turnover and profits, and represents extra business.

**INSIST UPON TAPATCO BRAND.**  
*Your Jobber Can Supply Them.*

**The American Pad & Textile Co.**  
CHATHAM, ONT.



Exterior View

## The "Handy" ICE PICK

is without doubt, the most practical and convenient Household Pick on the market.

Spring is of Phosphor Bronze, the blade of finest quality crucible steel, and the barrel is of brass.

The hexagon head prevents the pick from rolling off smooth surfaces, and is extremely heavy for a pick of this size, and most convenient for breaking ice in the palm of the hand.

### SAVES ICE

The "Handy" has an exclusive feature in the TRIANGULAR POINT which causes the ice to break clean, thus doing away with the annoyance of having the ice crumble into small pieces—which means waste.

We offer you this wonderful little pick with attractive display box. It's a dandy seller and a good profit maker.

Write for full details.

**JOHN CHATILLON & SONS**

**New York City**



Interior View

Convenient to Stock

**"HENDRYX"**

A Word for Quality

Always Salable

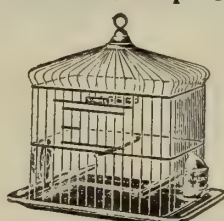
Sample Assortment nested for immediate shipment. All good selling numbers



5000-5002-5004



5006-5008-5010



7002-7004-7006



5004G-5006G



7008G

Case No. BC contains 24 brass cages—two of each number including six with brass guard attached  
**THE ANDREW B. HENDRYX CO., New Haven, Conn., U.S.A.**

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## Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—  
Little Work,  
in the Home  
Laundry with  
this LABOR  
SAVER.

Style "B"  
made with-  
out electric  
motor for  
use with  
Gasoline,  
Steam en-  
gine or  
Windmill.

Great for the  
Farm.



Style "A"

Made only by

**Cummer-Dowswell, Limited**  
Hamilton, Ontario



## High Quality TOOLS

that you'll find  
very profitable

A complete assortment of  
Beveled Edge Shank and  
Socket Chisels, Pattern  
Makers' Chisels and  
Gouges, and Handled  
Turning Tools.

Write for catalog and full  
particulars.

**Buck Brothers**  
Milbury, Mass., U.S.A.

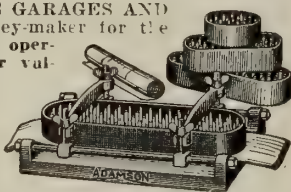


## Draw Profitable Business

### ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND  
REPAIR SHOPS. The money-maker for the  
repair man. The Adamson oper-  
ates different from all other vul-  
canizers—no steam or elec-  
tricity is required. It is  
absolutely automatic—does  
not require watching or reg-  
ulating. NO DANGER OF  
BURNING OR RUINING  
THE TIRES, AS WITH  
OTHER VULCANIZERS.

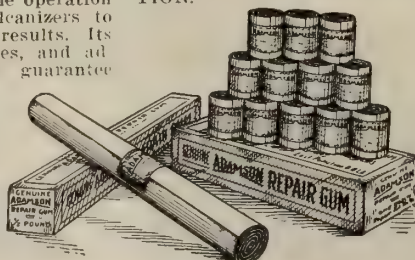
With our Model "S" a cut 12 inches in length is repaired  
in 15 to 20 minutes.



There are over one million  
in use—several times more  
than all other makes com-  
bined.  
YOU'LL FIND THE  
DEMAND AND PROFIT  
BEYOND YOUR EXPECTA-  
TION.

### ADAMSON Repair Gum

Is essential to the operation  
of Adamson Vulcanizers to  
obtain the best results. Its  
exclusive qualities, and ad-  
vantages are a guarantee  
against failure. No cement is  
necessary. "It makes repair  
work a pleas-  
ure."  
Write for at-  
tractive dealers'  
proposition on  
complete line.



The only Vulcanizer made in Canada.

Same discounts, same list price as in U.S.

**ADAMSON MANUFACTURING CO.**  
67 Bay Street North, HAMILTON, ONT.

## BUFFALO BRAND



## Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which  
are not sold direct to consumers.

The **ONLY** firm who protects the Dealer  
in this way is

**Prairie City Oil Company, Ltd.**  
WINNIPEG, MAN.

Place your order with the one and only firm who has  
your interests at heart, and protects you in this way.

If interested, tear out this page and keep with letters to be answered.



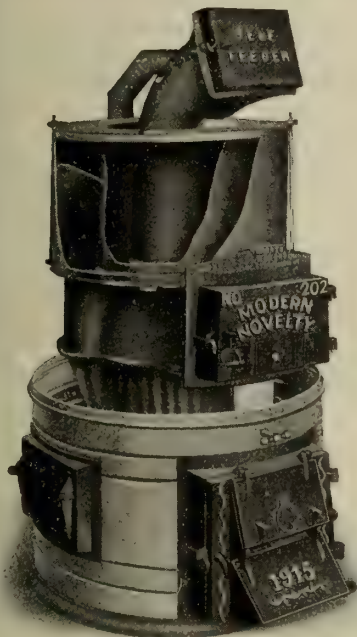
**DEALERS, ATTENTION**

# NOVELTY SELF-FEEDER HOT AIR FURNACES *are the best sellers*

The whole trade wants them because they make sales; because they save—

**TIME, LABOR, COAL**

Because they heat equally  
**ALL DAY and ALL NIGHT**



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—  
**THEY COST NO MORE**

*Write now for Catalog and Prices.*

**Toronto  
Furnace & Crematory  
Company, Limited**

HEAD OFFICE :  
**111 King St. East, TORONTO**

*See our display, Stove Building, at  
Toronto National Exhibition.*

## LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

**London Rolling Mill Co., Ltd.**  
**LONDON CANADA**

SALES AGENTS

Manitoba—Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson &  
Teetzel, Vancouver

**Reliable  
QUALITY**



## NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

**ELECTROLYTIC NICKEL—99.80%.**

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL  
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

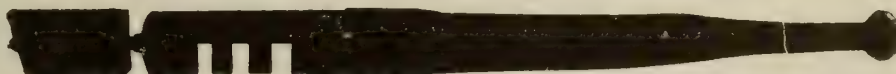
Send Inquiries Direct to Us.

**The International Nickel Company**

43 EXCHANGE PLACE, NEW YORK

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies  
**Agents: A. RAMSAY & SON COMPANY, Montreal.**

Kindly Mention This Paper When Writing Advertisers

*If interested, tear out this page and keep with letters to be answered.*



## Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion when Box Number is required. Each figure counts as one word.

### WANTED

WANTED—**HARDWARE CLERK**, ONE TO two years' experience. Box 381, Galt. (37)

WANTED—A **YOUNG MAN WITH EXPERIENCE** in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

WANTED — ONE 31-INCH SQUARING shears, one No. 4 stove pipe former, steel rolls; one No. 7 sheet iron folder, one No. 4 beading machine. All Brown, Boggs make, and must be in first-class condition. State lowest cash price. Box 306, Hardware and Metal, Toronto. (37)

WANTED — **EXPERIENCED HARDWARE salesman**—young man, pleasing personality, of good appearance, strictly reliable, good window trimmer, for first-class store in Toronto. Good opportunity for right man. Will pay \$20 week to start. Give complete details and sell me your services in letter to Box 307, Hardware and Metal, Toronto. (36)

### POSITION WANTED

**YOUNG MARRIED MAN WITH EXCELLENT** wholesale and retail experience wishes position, offering good prospects, either on the road or in wholesale. Capable of taking charge of retail business. Apply Box 308, Hardware and Metal, Toronto. (37)

### MISCELLANEOUS

**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**PARSONS' FAIR AND HARDWARE WOULD** be pleased to receive any electro proofs for newspaper advertising. Same will be returned any time upon request. Orillia, Ont. (36)

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY** installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

A want ad. in this paper will bring replies from all parts of Canada.



## COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

### *The All-Canadian All-Wooden Wash Boards*

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a **BETTER** profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

## The Wm. Cane & Sons Co., Limited

*Makers of the New Wooden Wash Board*  
**NEWMARKET, ONT.**

## JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.  
15½ Toronto Street 52 Canada Life Bldg.,  
Toronto. Montreal.

# WIRE NAILS

IN STEEL  
HOOP KEG  
Weatherproof

## WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES  
Bright or Galvanized

POULTRY NETTING  
STAPLES

## WIRE

Bright or Annealed

SPECIAL O. & A.  
WIRE

## The Laidlaw Bale-Tie Co., Limited

**HAMILTON, ONTARIO**

A. T. Diggins, Stair Bldg., Toronto, Ont

H. E. O. Bull, Montreal, Que.

Harry F. Moulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.

## MANUFACTURERS ATTENTION!

Are you represented in Winnipeg and Western Canada? If not, you should be. I am closely in touch with the jobbing trade of the Canadian Northwest, and if you are interested I would be pleased to hear from you relative to taking your agency. Have close connection with jobbers in Regina, Saskatoon, Calgary and Edmonton.

Manufacturers of hardware, please note the above.

**RALPH C. DUNCAN**  
618 McIntyre Block, WINNIPEG

*If interested, tear out this page and place with letters to be answered.*

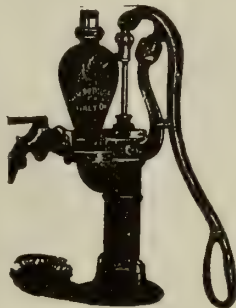


## MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



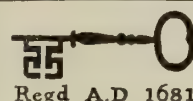
*All in the big catalogue. Ask for it—  
for dealer prices—for dealer terms.*

The  
**R. McDougall Co., Limited**  
GALT, CANADA

## Butler's FAMOUS SHEFFIELD CUTLERY



JAMES BUTLER, Head of the Butler Firm 100 years ago.



"BUTLER"  
1768



**GEORGE BUTLER & CO., LTD., Sheffield, England**  
London Showroom, 62, Holborn Viaduct, E.C.

CANADIAN REPRESENTATIVE

**G. A. MARSHALL 70 Lombard Street, Toronto**

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

All leading Jobbers stock  
them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.

## Economy This Winter

The Government is preaching it. Bankers are. Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at \$8.00 or more per ton, we ought all to economize.

Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

## CANADA Dustless Ash Sifter

(See illustration)

Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them: order through them.

SEE OUR EXHIBIT AT  
CANADIAN NATIONAL EX-  
HIBITION, TORONTO.

"I can sift ashes now"

**J. Samuels**  
TORONTO  
ONTARIO



*If interested, tear out this page and keep with letters to be answered.*





## The woods are full of them

Judges have been numerous in Canada who have come down off the bench to lead the people—who have stooped to conquer, as it were—Blake, Mowat, Thompson, Meredith. And so there is plenty of precedent for a move which is being talked of in the Liberal party—the grooming of Mr. Justice Duff for the leadership of the party against the day when Sir Wilfrid Laurier will seek his ease. Mr. Justice Duff is a member of the Supreme Court of Canada, but it is said that, should the boom in his favor reach a sufficient volume, he will be willing to step down from the bench and get into the fight.

This makes the basis for an extremely interesting article by H. F. Gadsby in the September issue of MacLean's Magazine. Mr. Gadsby discusses the Duff boom in a thoroughly impartial way, and tells something of the young Judge who may be slated for so high an honor.

"The Duff Boom" is but one of many features in the September MacLean's. The number bristles with bright stories and powerful articles by such clever and famous contributors as Arthur Stringer, Agnes C. Laut, Robert W. Service, Arthur E. McFarlane, Alan Sullivan, Mrs. Arthur Murphy (Janey Canuck) and many others. It is Canadian from cover to cover—the best reading obtainable on this side of the border.

Now on sale at all News Stands, 15c.

# MACLEAN'S MAGAZINE

*If interested, tear out this page and keep with letters to be answered.*



# Russell Jennings Auger Bits



Two styles  
of shanks, —  
three threads for  
boring all woods

Patented by  
Mr. Russell Jennings  
in 1855

Russell Jennings Mfg. Co., Ltd.  
St. Catharines, Ont.

# Arctic Metal



FOR HIGH SPEED      Try It.      FOR HEAVY PRESSURE

Every Pound Guaranteed.

*Tallman Brass & Metal Co.*  
HAMILTON, ONT.

# Jonathan Crookes & Son

Sheffield, England



Corporate Mark  
Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

# DARLINGS STEAM APPLIANCES



DARLING BROTHERS  
LIMITED  
Engineers and Manufacturers  
MONTREAL, CANADA

Branches: Toronto and Winnipeg      Agents: Halifax, St. John, Calgary, Vancouver

# THE L. MARTIN CO.

HEADQUARTERS FOR

# LAMPBLACK

IN

# ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

# THE L. MARTIN CO.

New York   Montreal   Philadelphia  
London, Eng.

# JOSEPH RODGERS & SONS

SHEFFIELD, ENG.      LIMITED

Avoid imitations of our

# CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

# James Hutton & Company

MONTREAL



# CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.



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## DO YOUR SLEIGHS SELL?



If not, it is probably because the line is not right. Our Sleighs are well constructed and of good appearance, and will appeal to your customers. Write for prices and particulars to-day and pave the way to a successful sleigh business for the coming season.

Ontario  
Representative:  
H. E. Johnson  
12 Melinda Street,  
Toronto

**J. E. Beauchamp & Co.**

Manufacturers

20 St. Nicholas St., MONTREAL

Western Canada  
Representatives:  
T. A. Corley & Son,  
508 McArthur Bldg.,  
Winnipeg

## Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

You can talk across the continent for two cents per word with  
a WANT AD. in this paper.

*If interested, tear out this page and keep with letters to be answered.*



# MENDETS

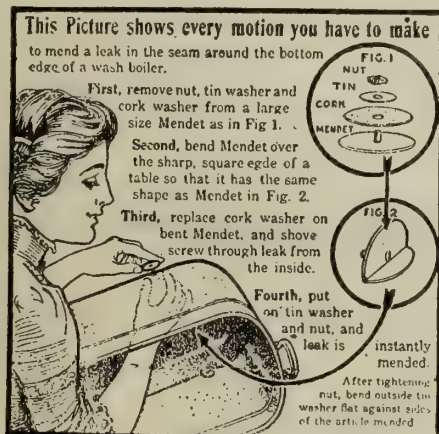
A PATENT PATCH

## Big Money-Maker For You

They mend leaks instantly in granite ware, brass and sheet iron, all cooking utensils and rubber goods without the use of heat, solder, cement, or rivet. Fit any surface.

They sell on sight.

Sold by leading Wholesale Hardware merchants.



**COLLETTE MFG. CO.**  
COLLINGWOOD - - ONTARIO

**DU PONT**

## Powders

are the  
**Hunter's Reliance**

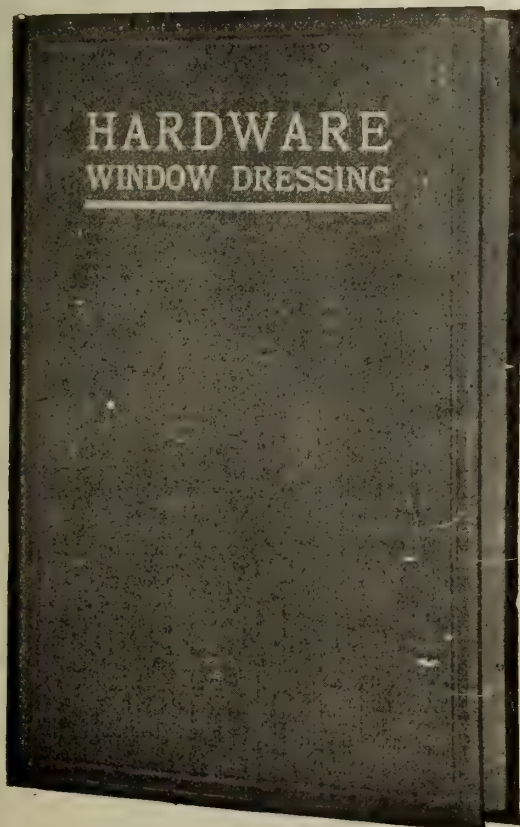
FOR dependability and stability the sporting powders made by this century-old company have gained world-wide recognition. This display of confidence is a proof of their popularity, and enables dealers to simplify stocks and make quick and profitable sales.

Du Pont Sporting Powders are noted for their high velocity, penetration and moderate recoil.

The leading ammunition companies load Du Pont Sporting Powders. They are also sold in bulk in popular metal canisters.

For shells and bulk packages, specify Du Pont loads — the hunter's reliance, and the best powders to sell.

**E. I. du Pont de Nemours & Co.**  
Powder Makers Since 1802  
Wilmington, Delaware, U.S.A.



## You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

**Technical Books, 143-153 University Ave., Toronto**

*If interested, tear out this page and keep with letters to be answered.*



# Let the War Increase Your Rifle Sales

Owing to the war the demand for an accurate and reliable target rifle is steadily increasing.

The Ross .22 Cadet Rifle has all the qualities of an ideal small target rifle. It is accurate, reliable, well-finished and strongly built.

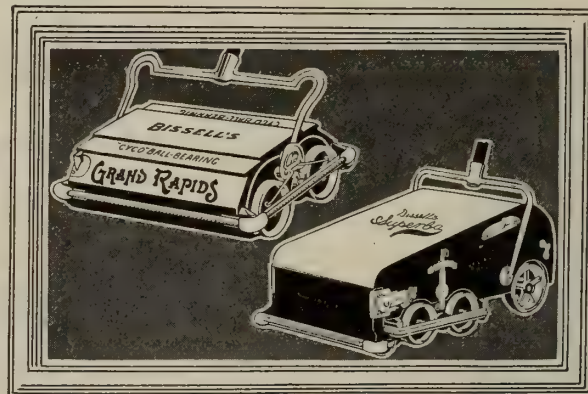
It is endorsed by the Canadian Government who have adopted it for use in all Canadian Cadet Corps. Retails at \$12.00.



For catalogue, discounts, etc., address

## ROSS RIFLE COMPANY - QUEBEC

### Bissell's Carpet Sweeper



### Bissell's Vacuum Sweeper

## "Best Sellers" at All Seasons

Any carpet sweeping device that bears the name Bissell's is so standardized to the buying public that it suffers nothing in competition with low-price or cut-price machines that keep the merchants who handle them in a perpetual price war.

The name stands supreme among hand-propelled vacuum sweepers and carpet sweepers. You know Bissell's, your customers know Bissell's, as an absolute insurance of quality. The vacuum sweeper, with three powerful bellows pumps, has power enough to

really clean. The carpet sweeper is such a convenience that few women will be without one, no matter how elaborate the cleaning apparatus they have for heavy work.

The Bissell line provides you with an assortment of cleaning devices at all prices that sell steadily at all seasons. Don't try out cheaply built, experimental cleaners which leave an aftermath of trouble after every sale when you can handle popular, reliable, guaranteed Bissell's.

**BISSELL CARPET SWEEPER CO., Dept. 262, GRAND RAPIDS, MICH.**

Oldest and Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World.

Made in Canada, too.

New York (25 Warren Street)

Paris

Agencies Everywhere (316)

*If interested, tear out this page and keep with letters to be answered.*



# Conductor Pipe, Gutter, Ridge, Valley, Nosing, Conductor Elbows, Hold Fast, etc.

*Special prices on application*

- - PROMPT SERVICE - -

**The Roofers Supply Co., Limited**      **Toronto, Ont.**  
*Importers, Jobbers and Manufacturers*

## “Multiped”

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY  
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

Toronto      Montreal      Fort William      Winnipeg      Regina      Saskatoon      Calgary      Edmonton      Vancouver

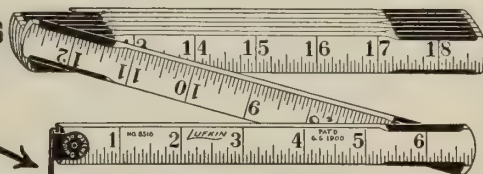
# LUFKIN

## Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

**THE LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES      -      BOXWOOD RULES      -      MEASURING TAPES

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,  
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware  
Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO



MADE IN  
CANADA  
  
It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.



# "Say! They Hardly Believed It

Dozens of our customers didn't realize just what I meant in my advertisement last week.



You know I told you all about our Exhibit at the Toronto Fair—it's got anything I've ever seen beaten for size, completeness and style.

And then I went on to say that we were going to have our travellers off the road and on the job at our Exhibit, selling Gurney-Oxford Stoves for dear life at retail to the public and crediting every sale back to the dealer whose territory is concerned. I also said we're going to do that at Ottawa too.

Well—its all coming true, everything going full blast, we're making sales, we're advertising the Gurney-Oxford line, we're creating thousands of prospects for you after the Fairs are over.

## The Big Driving Force of Gurney-Oxford Co-operation is in Full Swing

Thousands of people are now realizing exactly what our factory-fixed and freight-paid prices mean. Thousands are finding for the first time in their lives that Gurney-Oxford quality is well within their reach. You and ourselves are sure going to sell some stoves this fall.

We're making the Gurney-Oxford exhibits real sale campaigns for our dealers this year—every cent of dealer profit goes right back to the rightful dealer. It's going to be a mighty nice little bunch of surprises for some folks.

*Come round and watch us work next week—Stove Building—and there's a hearty greeting from old friends waiting for you at our head office."*

**Gurney Foundry Company**  
LIMITED

476-534 West King Street, Toronto

Montreal

Hamilton

Winnipeg

Calgary

Vancouver



# HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

No. 37

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Sept. 9

1916



## “RIGHT OUT IN FRONT”

The position of this advertisement, **“Right Out In Front”** clearly indicates the position which is occupied by The Martin-Senour Co. in the Canadian Paint and Varnish field.

This position **“Right Out In Front”** will be held and will not be relinquished because we will continue to pursue the same aggressive policy, manufacturing the same highest quality goods, and employing the best features of modern advertising and the strongest kinds of sales helps to make the selling of our products a matter of pleasure and profit.

This position **“Right Out In Front”** has been gained by producing goods of the highest quality it is possible to make.

This position **“Right Out In Front”** has been strengthened by the development and maintenance of facilities which enable us to render the most efficient service to our customers.

This position **“Right Out In Front”** has been made secure by the cultivation of a friendly and co-operative relationship with the thousands of Dealer-Agents we serve.

This position **“Right Out In Front”** is recognized by every one of our Dealer-Agents because they know from experience that the exclusive agency for Martin-Senour products has enabled them to go **“Right Out In Front”** and secure the larger share of the Paint and Varnish trade of their district.

To join the **“Right Out In Front”** class, write us to-day for our exclusive agency proposition.



*The* **MARTIN-SENOUR** *Co.*  
LIMITED  
PRODUCERS OF PAINTS AND VARNISHES  
MONTREAL  
WINNIPEG      TORONTO      HALIFAX





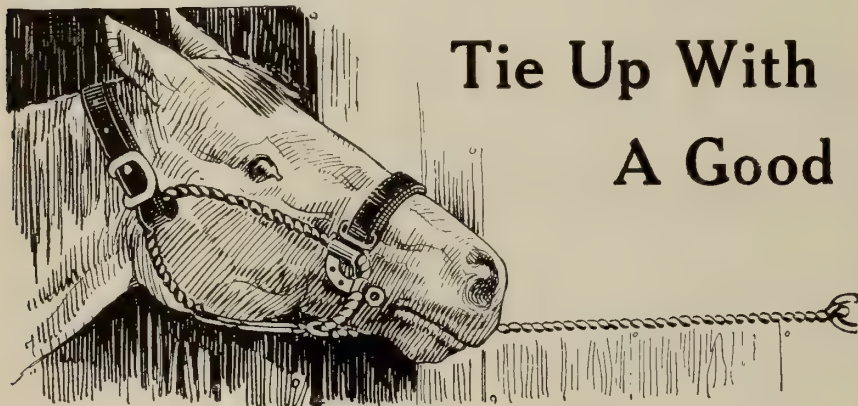
## Just Off the Press

A big new edition of our Horse Specialties Catalogue has just been printed. We have spared no effort in the preparation of this new catalogue, in order to make it of real value to our dealer friends.

It is bigger and better in every way than our last catalogue. It is nearly twice the size and has a much more handsome appearance. The descriptive matter has been entirely revised and many new illustrations, showing new lines, have been included.

You will find this new catalogue much more valuable than our last one. All our specialties and staple lines, except sundries, have been described or listed. It will prove a handy reference when you are making up your orders.

If you haven't already received your copy of this new catalogue, write for it TO-DAY. You'll find it very useful.



## Tie Up With

## A Good Line—

## GRIFFITH'S

Griffith's Halters, particularly the Giant, the Giant Special, the Clyde and the Broncho Buster, have become very popular during the last few years. Horsemen all over the country have shown a decided preference for these halters. It speaks very strongly for the reputation of Griffith goods, when a comparatively new house can win the leadership of the halter trade in a few years. We have every reason to feel proud of our record, but we set a high standard of quality for Griffith products when we commenced business and our leadership is the natural result.

Dealers who have supported us in the past have been amply repaid for their loyalty in increased sales and profits and we are confident that they will continue to prosper. If you are looking for a real, live line of winners, tie up with the Griffith Specialties.

But Halters are not the only line which has been successful. Our numerous list of Horse Specialties have all won general favor. If you are not fully acquainted with them, write TO-DAY for your copy of our new catalogue.

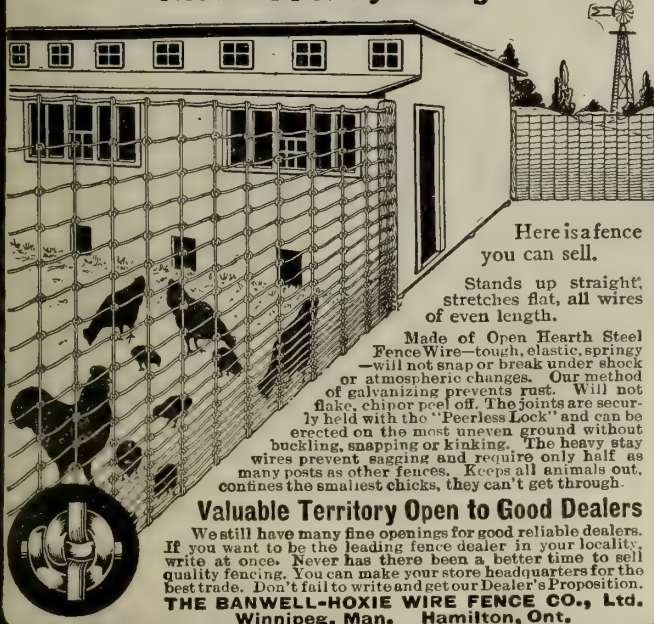
**G. L. Griffith & Son**  
STRATFORD, ONTARIO



**Mr. Dealer: Here's Your Chance to Make Your Store Headquarters for Best Trade.**

## PEERLESS Poultry Fencing

Not Mere Poultry Netting



Here is a fence you can sell.

Stands up straight, stretches flat, all wires of even length.

Made of Open Hearth Steel Fence Wire—tough, elastic, springy—will not snap or break under shock or atmospheric changes. Our method of galvanizing prevents rust. Will not flake, chip or peel off. The joints are securely held with the "Peerless Lock" and can be erected on the most uneven ground without buckling, snapping or kinking. The heavy stay wires prevent sagging and require only half as many posts as other fences. Keeps all animals out, confines the smallest chicks, they can't get through.

### Valuable Territory Open to Good Dealers

We still have many fine openings for good reliable dealers. If you want to be the leading fence dealer in your locality, write at once. Never has there been a better time to sell quality fencing. You can make your store headquarters for the best trade. Don't fail to write and get our Dealer's Proposition. **THE BANWELL-HOXIE WIRE FENCE CO., Ltd.** Winnipeg, Man. Hamilton, Ont.

**"P. & W. Co."**



**PRECISION  
QUALITY  
DELIVERY**

*Guaranteed*

If your jobber cannot supply you, WRITE US DIRECT.

**Pratt & Whitney Company  
of Canada, Limited**  
Dundas, Ontario, Canada  
MONTREAL  
723 Drummond Bldg.  
VANCOUVER  
609 Bank of Ottawa Bldg.  
WINNIPEG  
1205 McArthur Bldg.

## The Big Life Battery

There's nothing that will do more to increase battery sales than

### "North Star" Dry Cells

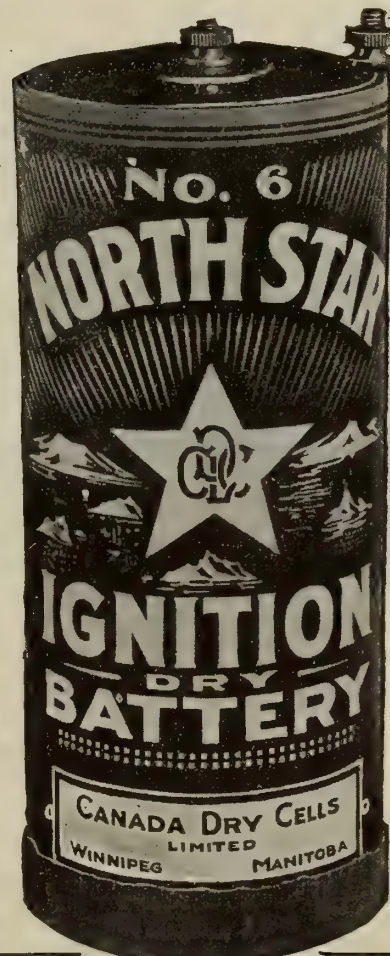
Their recuperating powers and life win first place in the estimation of long-experienced battery users—they are nothing short of extraordinary.

*The Western Battery for the Western Need.*

Order a supply from your jobber. He'll ship your promptly.

## Canada Dry Cells, Limited

Winnipeg, Man.



*If interested, tear out this page and keep with letters to be answered.*



# Are You Ready For The Big October Campaign ?



## Universal Percolators

The brisk, snappy days of early September stimulate a desire for that welcome cup of hot coffee. The change from iced drinks to hot brings a welcome stimulation in the call for Coffee Percolators.

This demand given point and direction by our extensive advertising in national magazines is being capitalized by the fortunate Universal dealer. To win the biggest share of this Fall business, trim your windows during October and send in the photograph for the prize competition.

## For The Three Best Windows

First Prize \$25.00

Second Prize \$15.00

Third Prize \$10.00

These prizes are offered for the best windows whether or not our Percolators are used. We make but the single condition that the life-sized lithographed cut-out, which we furnish free, be used.

Points on which prizes will be awarded are Originality of Display, General Attractiveness and Sales Creating Value.

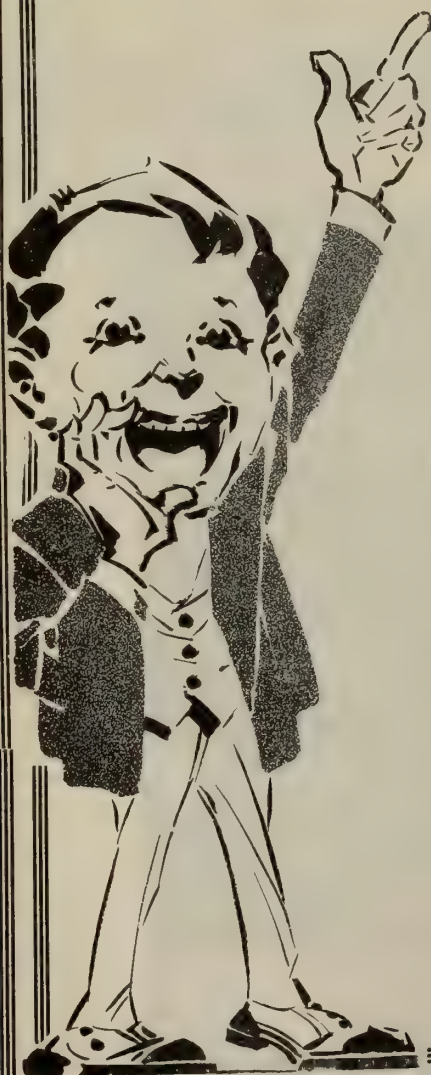
Ready - to - print newspaper, booklets, lantern slides, show cards, etc., imprinted with dealer's name given free to all dealers wishing to use them.

A display stand made of sheet steel and handsomely finished in mahogany is given with every first order for one dozen Universal Percolators.

## Landers, Frary & Clark

NEW BRITAIN, CONN.

A. MacFarlane & Co., Canadian Representatives



*If interested, tear out this page and keep with letters to be answered.*



# Profitable Sellers the Year Round

## "IRON HORSE" ASH OR GARBAGE CANS



**STYLE H; Without Cover**  
No. H80—Diameter 14 inches;  
Height 24 inches; Weight per  
Dozen 156 lbs.

Loose



**STYLE G.C.; Without Cover**  
No. G.C.—Diameter 18 inches;  
Height 22 inches; Weight per  
dozen 144 lbs. Loose.  
Exceptional good value



**STYLE E; Without Cover**  
No. E51—Diameter 16 inches;  
Height 24 inches; Weight per  
Dozen 200 lbs.  
Loose

**NEVER BREAK  
ASH OR GARBAGE CANS  
Without Cover**



Nos. ....	NB17	NB18
Diam., In. ....	17	18
Height, In. ....	25	25
Weight per doz. lbs.	215	275

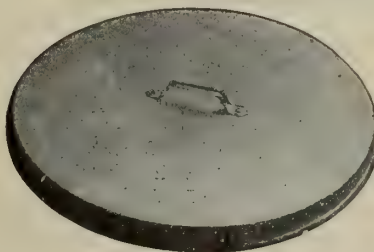
**ARE YOU CARRYING  
THESE GOODS ?**

They bring a nice business  
and show a profit.

Order early for immediate  
shipment.

*We Are Quick Shippers.*

**ASH CAN OR BARREL COVERS**



No. CC14—Fits 14 in. Can.  
No. CC16— " 16 in. "  
No. CC18— " 18 in. "



**STYLE B; With Cover**  
No. 1448—Diameter 14 inches; Height  
18 inches; Weight per Doz. 150 lbs.  
Loose

# LEWIS BROS., LIMITED, MONTREAL

**EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS**

*If interested, tear out this page and keep with letters to be answered.*

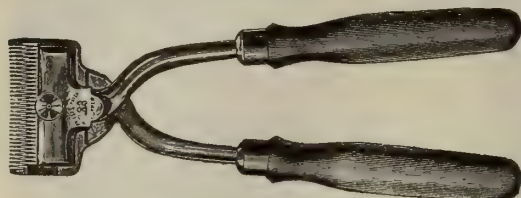


# PRIEST'S HORSE and TOILET CLIPPERS

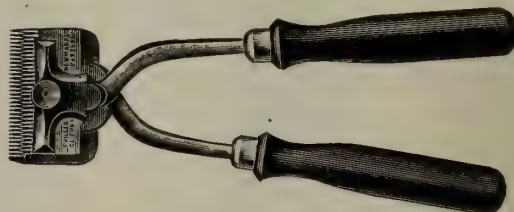
## Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

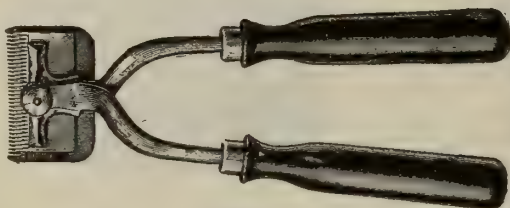
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



**BALL BEARING**  
Retailing at about \$2.50.



**NEW MARKET PATTERN**  
Retailing at about \$1.75.



**LENOX**  
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



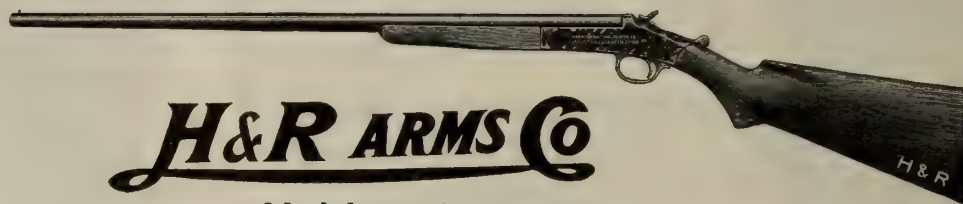
**Hunter, Fetlock and Dog Clipper**  
Retailing at about \$1.50.

**A. MacFARLANE & CO., Coristine Bldg., MONTREAL**

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

# A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



**Model 1915**

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel  
28 Gauge, 26 or 28 inch Barrel  
.45 Caliber, 26 inch Barrel  
.44 Caliber, 26 inch Barrel  
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

**Harrington & Richardson Arms Company**

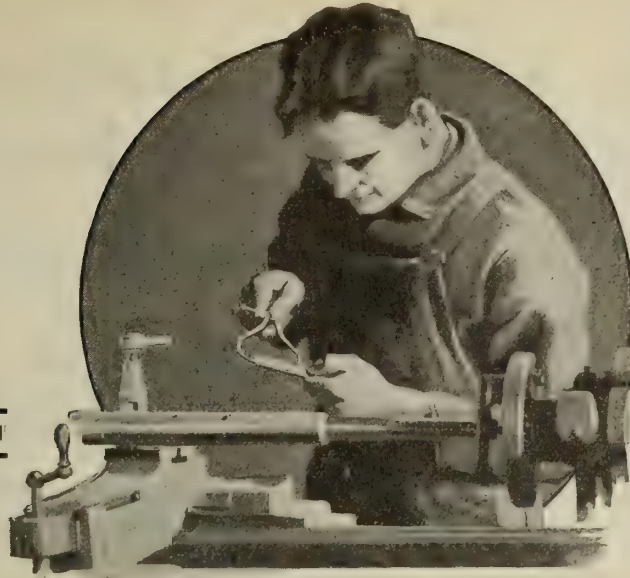
715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

*If interested, tear out this page and keep with letters to be answered.*





# Is There a Difference In Calipers?

Do you appreciate the differences in tools that appeal to the mechanic? Do you know that a man can work more rapidly and accurately by having calipers suited to his requirements and taste?

Every good machinist knows that there are slight differences in calipers that appeal to his sight or touch—that's why most good mechanics use

## Starrett Calipers

The line is big—there are all kinds of calipers in it—round-leg toolmakers calipers, Fay spring calipers, firm joint calipers, screw-adjusting firm-joint calipers, Hermaphrodite calipers, key-hole calipers, and lock joint calipers.

But no matter which of these happen to suit the mechanic's require-

ments, he will find something about the balance and hang of them in his hand that satisfies his sense of what ought to be. And years of use will demonstrate that the steel is made right and tempered right—that the parts are proportioned correctly for service—in short, he will see that there is a difference in calipers and that Starrett calipers are best.

Write for free catalog No. 21MA describing 2,100 styles and sizes of fine tools.

42-508



**The L. S. Starrett Co.**  
The World's Greatest Toolmakers  
Athol, Mass.  
New York London Chicago



*If interested, tear out this page and keep with letters to be answered.*





## Get the Local Workmen

shop superintendents, shop foremen and employers coming to your store for files. Let them know that you carry the Famous Five Files:

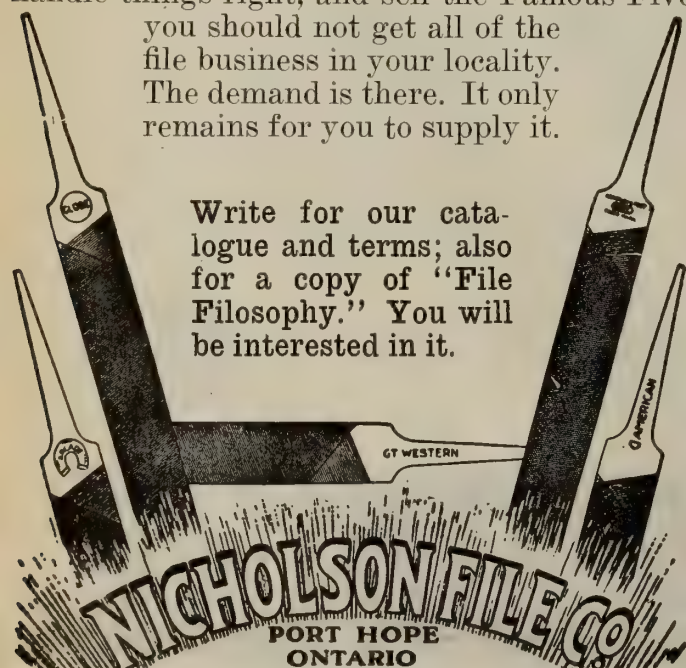
### KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(MADE IN CANADA)

They know the Famous Five as well as, if not better than, you do. They know their quality. They know they are Nicholson-made. They know that no other files give them such satisfaction.

Consequently, there is no reason why, if you handle things right, and sell the Famous Five, you should not get all of the file business in your locality. The demand is there. It only remains for you to supply it.

Write for our catalogue and terms; also for a copy of "File Philosophy." You will be interested in it.



NICHOLSON FILE CO.  
PORT HOPE  
ONTARIO

If interested, tear out this page and keep with letters to be answered.

## More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

**The R. McDougall Co., Limited**  
GALT, CANADA



## High Quality TOOLS

that you'll find  
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

**Buck Brothers**  
Milbury, Mass., U.S.A.





# How to Increase Your Plymouth Rope Profits

## Dealer's Schedule for Retailing Plymouth Rope by the foot

Copyright, 1916, by Plymouth Cordage Co.



PLYMOUTH ROPE	Table 10	Table 12	Table 14	Table 15	Table 16	Table 18	Table 20	Table 22	Table 24	Table 25	Table 26	Table 28	Table 30
Size in Diameter	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet	Retail Price for 100 feet
3/16"	\$ .18	\$ .21	\$ .24	\$ .26	\$ .27	\$ .30	\$ .33	\$ .36	\$ .39	\$ .41	\$ .42	\$ .45	\$ .48
1/4"	.20	.24	.27	.29	.31	.34	.38	.41	.45	.46	.48	.52	.55
5/16"	.32	.37	.43	.45	.48	.54	.59	.65	.70	.73	.76	.81	.87
3/8"	.40	.47	.54	.58	.61	.69	.76	.83	.90	.94	.97	1.05	1.12
15 19/4 fine 3/8" full	.48	.57	.66	.70	.74	.83	.92	1.00	1.09	1.14	1.18	1.27	1.38
7/16"	.55	.65	.76	.81	.86	.96	1.07	1.17	1.28	1.33	1.38	1.48	1.59
18 19/4 7/16" full	.67	.79	.92	.98	1.05	1.17	1.30	1.43	1.56	1.62	1.68	1.81	1.94
1/2"	.81	.97	1.12	1.20	1.28	1.43	1.58	1.74	1.89	1.97	2.05	2.20	2.36
9/16"	1.08	1.28	1.49	1.59	1.69	1.90	2.10	2.31	2.51	2.61	2.72	2.92	3.13
5/8"	1.30	1.56	1.82	1.95	2.08	2.34	2.60	2.86	3.12	3.26	3.38	3.64	3.90
3/4"	1.62	1.95	2.27	2.43	2.59	2.92	3.24	3.56	3.89	4.05	4.21	4.54	4.86
13/16"	1.92	2.31	2.69	2.88	3.07	3.46	3.84	4.23	4.61	4.80	4.99	5.38	5.76
7/8"	2.18	2.61	3.05	3.26	3.48	3.92	4.35	4.79	5.22	5.44	5.66	6.09	6.53
1"	2.62	3.16	3.67	3.93	4.20	4.72	5.24	5.77	6.29	6.56	6.82	7.34	7.87
1 1/16"	3.05	3.66	4.26	4.57	4.87	5.48	6.09	6.70	7.31	7.62	7.92	8.53	9.14
1 1/8"	3.45	4.14	4.83	5.18	5.52	6.21	6.90	7.59	8.28	8.63	8.97	9.66	10.35
1 1/4"	4.18	5.01	5.85	6.26	6.58	7.32	8.05	8.79	9.52	10.00	10.44	11.19	11.93
1 5/16"	4.75	5.70	6.65	7.13	7.60	8.65	9.50	10.45	11.40	11.88	12.36	13.30	14.25
1 3/8"	5.30	6.36	7.42	7.95	8.48	9.54	10.60	11.66	12.72	13.25	13.78	14.84	15.90
1 1/2"	5.87	7.04	8.21	8.80	9.39	10.56	11.73	12.91	14.08	14.67	15.26	16.43	17.60
1 9/16"	6.49	7.78	9.08	9.73	10.38	11.67	12.97	14.27	15.56	16.21	16.86	18.16	19.46
1 5/8"	7.36	8.83	10.30	11.04	11.77	13.24	14.72	16.19	17.66	18.40	19.13	20.60	22.07
1 3/4"	8.75	10.50	12.24	13.12	13.99	15.74	17.49	19.24	20.99	21.86	22.73	24.48	26.23
2"	10.60	12.72	14.84	15.90	16.96	19.08	21.20	23.32	25.44	26.60	27.76	29.98	31.80

NOTE: Above prices as figured under the several Tables indicated are for 100 feet of 3-strand Plymouth Manila Rope.

For variations such as 4-strand Rope and for Lariat use a Table sufficiently higher to cover the advance over basis.

THESE FIGURES APPLY TO PLYMOUTH ROPE ONLY. DO NOT ATTEMPT TO USE THEM FOR ANY OTHER ROPE

(Reduced reproduction of 8" x 10" card.)

The value of the new Plymouth selling plan, embracing the schedule above, and now offered free to Plymouth Rope dealers, lies in the well-known fact that Plymouth Rope is stronger and runs a greater number of feet to the pound than cheap rope.

This schedule (furnished on 8" x 10" card with instruction sheet attached) enables you to offer promptly on any size and length of Plymouth Rope a definite quotation *which will allow you an extra good profit and at the same time be more attractive to the customer than quotations on cheap rope.*

If you retail Plymouth and wish to try this new plan — already proven practical by numerous Plymouth dealers—advise us at once **ON THE COUPON BELOW**, or by letter or postal **CONTAINING SIMILAR INFORMATION.**

**PLYMOUTH CORDAGE COMPANY**  
NORTH PLYMOUTH, MASS.—WELLAND, CAN.

**INDEPENDENT CORDAGE CO., LIMITED**  
TORONTO, CANADA                      CANADIAN SALES AGENTS

Plymouth Cordage Company, North Plymouth, Mass.

Please send us complete plan and schedule for retailing Plymouth Rope by the foot, together with instruction sheet.

We buy Plymouth Rope from .....  
(This information must be given.)

Name ..... Address .....

*If interested, tear out this page and keep with letters to be answered.*





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges .....	" " "	SC 904
Heavy Strap Hinges .....	" " "	SC 209
Heavy Tee Hinges .....	" " "	SC 609
Corrugated Strap Hinges "	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.

Manufactured by

## CANADA STEEL GOODS CO., Limited, Hamilton, Canada



**Keystone  
Metal Case**

**Stapled  
Broom**

**For  
Heavy  
Sweeping**



**Stock  
This New  
Line**

Patented

**A** VERY superior broom for heavy work in factories. Made in various weights, all corn, or corn and bamboo. Cannot be pulled or broken from the heavy maple handle. Write for prices, etc.

**Stevens-Hepner Company, Limited**

PORT ELGIN

ONTARIO

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



# Fly Screen WIRE CLOTH

**O**UR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

*Sold by all Jobbers.*

**Order your supply now.**

*Catalog on request.*

**CANADA WIRE & IRON  
GOODS CO.**

**Hamilton, Ont.**

**Eastern Representative:**

**H. E. O. BULL**

184 Mance St., Montreal, Que.



*If interested, tear out this page and keep with letters to be answered.*



**Quality****Service**

## Courtesy in Business

\* \* \*

**Fittingly framed** and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

**'Did you say Please and Thank you?'**

**Broad minded men** direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

**Quality and Service** are the two important factors in our business life today, but **Courtesy** is the door through which they must enter.

**We** are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size run into enormous tonnage.

**The products of our mills** include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

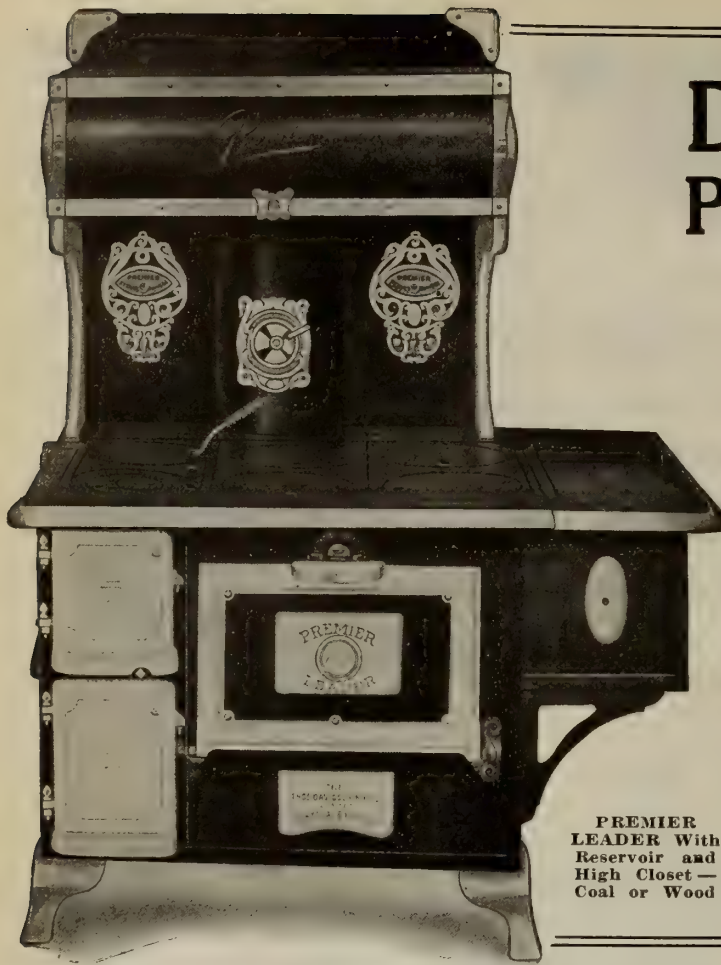
**Our business** is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depends upon the continued confidence, co-operation and good-will of the people we serve.

# The Steel Company of Canada, Limited

**HAMILTON TORONTO****MONTREAL WINNIPEG**

*If interested, tear out this page and keep with letters to be answered.*





**PREMIER  
LEADER With  
Reservoir and  
High Closet—  
Coal or Wood**

## DAVIDSON'S PREMIER LEADER Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

**The Thos. Davidson Mfg.  
Company, Limited**

**Toronto**

**MONTREAL**

**Winnipeg**

## Why you should sell this Range

It is extremely well known to the Canadian public. 50,000 of them have been sold. This is a huge number. It took us 20 years to sell this quantity. Any range on sale continuously for 20 years and bought by the public at the rate of 2,500 a year can be relied upon. The

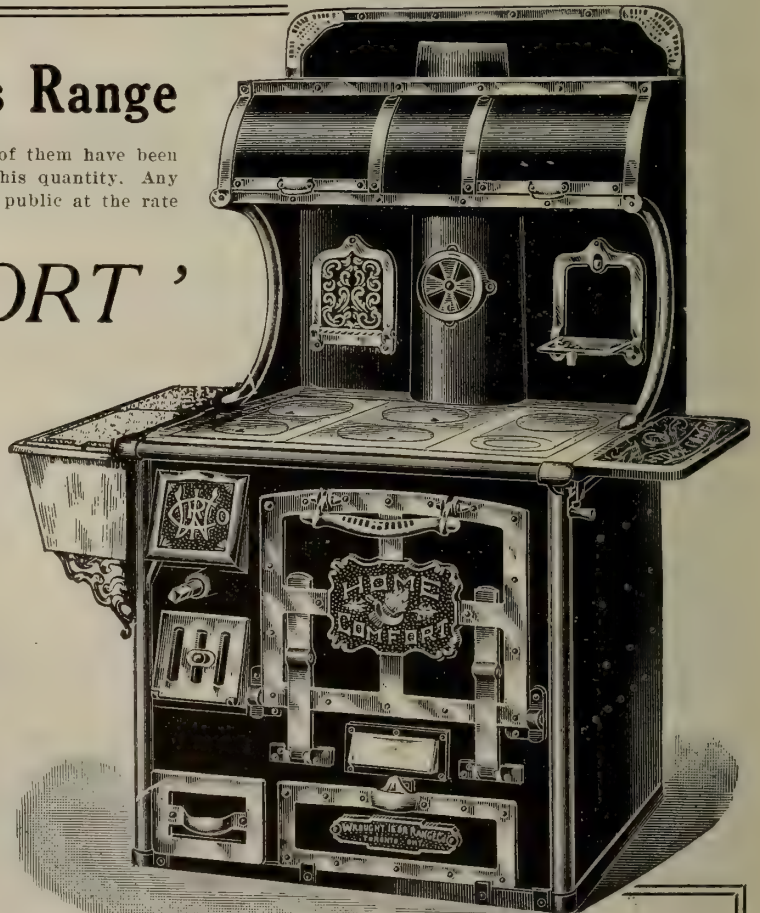
## "HOME COMFORT" Steel Range

was sold by us until two years ago direct to the consumer. At first we had to meet "knocks" a plenty. We had to meet the final authority—the housewife. She is hard to satisfy because she **knows**. We count it a great victory for the goodness of the "Home Comfort Range" that sold and kept on selling right in the same neighborhood year after year for 20 years.

Two years ago, our policy was changed. We ceased to go to the customer direct, and began selling through the retail hardware trade. The advantage to any hardware dealer in acting as our agent is that he is selling a range **well known, well esteemed and well proven**.

Write us for full details to-day lest you forget to do so to-morrow.

**Wrought Iron Range Co.  
of Canada, Limited  
TORONTO**



*If interested, tear out this page and keep with letters to be answered.*



*If interested, tear out this page and keep with letters to be answered.*





**Our corrugated conductor pipe has the best seam of any pipe on the market. Try a sample order and be convinced.**

Eavetrough, ridge roll, valleys, elbows, skylights, ventilators, etc., and Corrugated Iron.

Get our prices for galvanized iron sheets.

We ship while others are thinking about it.

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**

**Wrought and Steel Plate**  
**WASHERS**  
OF ALL  
DESCRIPTIONS

ROUND  
AND  
SQUARE

PLAIN  
OR  
GALVAN-  
IZED



Annealed Rivet Burrs; Felloe  
Plates; Sheared and Punched  
Plates; Malleable Washers and  
Cast Iron Washers.

**PROMPT SHIPMENTS**

We Guarantee Quality and Service.

**Wrought Washer Mfg. Co.**  
MILWAUKEE, WIS.

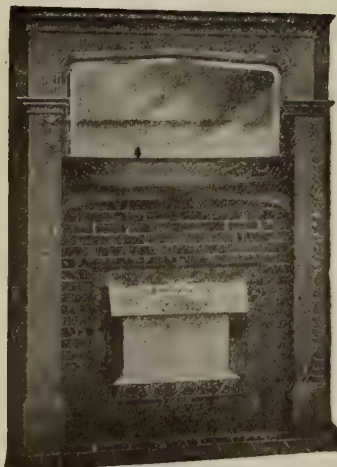
## Brooms of Quality

may always be had by ordering  
our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**

Hamilton - Winnipeg



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists  
therein. We give you the best there is  
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**

9 and 11 Pitt St. East, Windsor, Ont.



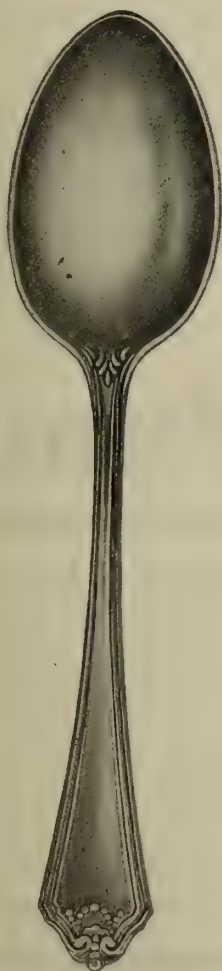


# Introducing—

**A Unique Tableware that has the Long Life and Quality Appearance of Sterling with the Cost of Plated Ware.**

Our latest production is a response to enquiries from the trade. Many have asked for a ware that has the life and looks of sterling silver and yet stands comparison with ordinary plated ware on a price basis. Here it is—

## The PATRICIA With the Silver Mound



Front—Note sterling character imparted by combination of Colonial and Bead design.

What could be more pleasing than this simple design? Note especially the mound of sterling silver hard-soldered on the back of the bowl of all spoons and forks—just at the point where ordinary plated ware shows signs of usage.

This silver mound, together with the heavy deposit of silver on an 18 per cent. nickel base, makes this splendid line pre-eminent for good wear. Retailed at a reasonable price—at discounts worth while to you.

### McGlashan, Clark Co.

Niagara Falls

LIMITED

Ontario

*Write for Discounts on the  
Items Listed Below:*

1 doz. Tea Spoons .....\$4.75	1 only Butter Knife .....\$ .90
1 " Dessert Spoons .... 8.50	1 " Berry Spoon ..... 2.00
1 " Table Spoons ..... 9.50	1 " Meat Fork ..... 1.25
1 " Dessert Forks ..... 8.50	1 doz. Dessert Knives .... 7.50
1 " Medium Forks ..... 9.50	1 " Medium Knives ... 8.00
1 only Sugar Shells ..... .75	



Back—Note the position of hard-soldered silver mound, which prevents wear.

*If interested, tear out this page and keep with letters to be answered.*



## There are a thousand uses for FRANCO FLASHLIGHTS



### —and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers. Have you a copy of our catalogue? If not, you should send for one to-day.

**Interstate Electric Novelty Co. of Canada**  
LIMITED  
TORONTO 220 King St. West ONTARIO

# I D E A L



# I D E A L

## For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

### FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. "IDEAL" is made as represented. **EVERY PURCHASER IS A SATISFIED CUSTOMER.**

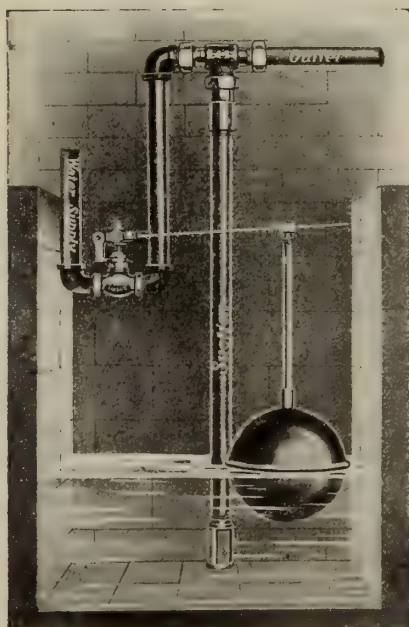
### The "IDEAL" SPECIAL SALES PLAN

allows you to compete with "Mail-order-houses." No investment—no handling—no collections. You make a profit on every sale. You retain and strengthen your connection with the farmer.

Full particulars sent on request.

**The McGREGOR-BANWELL FENCE CO., Ltd.**  
WALKERVILLE, ONT.

# MORRISON Automatic Jet Pump



Just what is needed for use in draining cellars, engine rooms and excavations. Simple and durable.

Has double the lifting power of any other cellar drainer made.

Working parts all above water.

These outfits have been in continuous successful service for upwards of two years, without requiring the slightest attention.

**The James Morrison Brass Mfg.  
Company, Limited**

93-97 Adelaide Street West, TORONTO

*If interested, tear out this page and keep with letters to be answered.*



# To Correct a MISUNDERSTANDING

We wish to correct a misunderstanding arising from our advertisement in last week's Hardware and Metal. We were advertising our Display Deals and illustrated one of the attractive fixtures we give free with these Deals. A few dealers got the impression that we gave them away when not accompanied by an order for a certain quantity. These fixtures are given absolutely free when a specified order is placed with the jobber. Our advertisement asked all dealers to write their jobbers for full information about



## Display Deals

The Counter Display Fixture is given free with Display Deals Nos. 61 and 62.

### DISPLAY DEAL 61—

7½ doz. 4 oz. bottles, retail price \$22.50

3 “ 12 oz. “ “ “ 18.00

1 Counter Display Stand free.

### DISPLAY DEAL 62—

2½ doz. 4 oz. bottles, retail price \$ 7.50

5½ “ 12 oz. “ “ “ 33.00

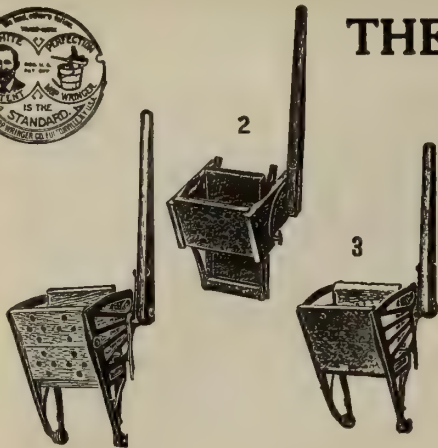
1 Counter Display Stand free.



The usual big profits on the polish are the same for you and the display stand will sell the quantity in these Deals in half the time it usually takes.

**Channell Chemical Co., Limited, Toronto, Canada**





## THE WHITE MOP WRINGERS

### *Excel*

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

*Apply to them or to us.*

**WHITE MOP WRINGER CO.**  
FULTONVILLE, N. Y.



## A Timely Suggestion Preserving Time is Scale Time

Secure the appreciation of your customers by selling

### *Chatillon Scales*

We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

**JOHN CHATILLON & SONS**

85 Cliff Street New York City  
Scale Makers since 1835

# WIRE NAILS

IN STEEL HOOP KEG.

# WIRE BALE TIES

for baling hay and many other things.

**FENCE and POULTRY  
NETTING STAPLES**

# WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

**THE LAIDLAW BALE-TIE COMPANY, LIMITED**  
HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.  
H. E. O. BULL, Montreal, Que.  
HARRY F. MOULDEN, Winnipeg, Man.  
GEO. W. LAIDLAW, Vancouver, B.C.

## A Remarkable Seller—

The only device manufactured that will positively mend granite ware and all cooking utensils without the use of heat, solder, cement or rivets is

**MENDETS**  
A PATENT PATCH

mended that they make even a better and neater appearance than solder.

### A GOOD PROFIT MAKER

The following wholesale hardware merchants sell Mendets:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall Wells Alberta Co., Ltd., Edmonton; Walker Woods & Co., Winnipeg, Man.; The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Ltd., Guelph, Ont.

**Collette Mfg. Company, Collingwood, Ont., Canada**



Can be applied by a child. Cheaper than solder. Will fit any surface not affected by heat. These Mendets fit so closely to the article to be mended that they make even a better and neater appearance than solder.

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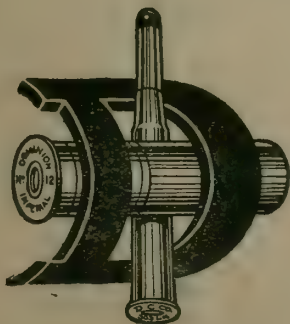
## Your Customers Want the Best to Bring Down the Game

Tell them why they should use the *Made-in-Canada* shot shells that are waterproof, weatherproof and tested to the limit for dependability.

### Dominion Shot Shells

are on your shelves and the season is now on. When a sportsman asks you for a good duck load, give him Dominion Shot Shells.

Before it's too late see that your stock is complete. Look for the full line—Imperial, Crown, Regal, Canuck, Sovereign. If you haven't them, stock up now. They're the kind your customers want.



**Dominion Cartridge Co., Limited**

Transportation Bldg., Montreal





## The woods are full of them

Judges have been numerous in Canada who have come down off the bench to lead the people—who have stooped to conquer, as it were—Blake, Mowat, Thompson, Meredith. And so there is plenty of precedent for a move which is being talked of in the Liberal party—the grooming of Mr. Justice Duff for the leadership of the party against the day when Sir Wilfrid Laurier will seek his ease. Mr. Justice Duff is a member of the Supreme Court of Canada, but it is said that, should the boom in his favor reach a sufficient volume, he will be willing to step down from the bench and get into the fight.

This makes the basis for an extremely interesting article by H. F. Gadsby in the September issue of MacLean's Magazine. Mr. Gadsby discusses the Duff boom in a thoroughly impartial way, and tells something of the young Judge who may be slated for so high an honor.

"The Duff Boom" is but one of many features in the September MacLean's. The number bristles with bright stories and powerful articles by such clever and famous contributors as Arthur Stringer, Agnes C. Laut, Robert W. Service, Arthur E. McFarlane, Alan Sullivan, Mrs. Arthur Murphy (Janey Canuck) and many others. It is Canadian from cover to cover—the best reading obtainable on this side of the border.

Now on sale at all News Stands, 15c.

# MACLEAN'S MAGAZINE





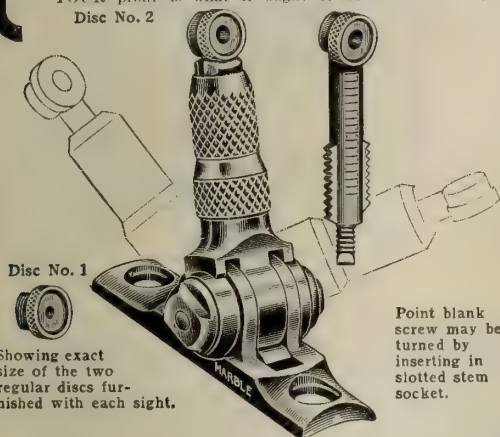
# TRADE MARBLE'S RIFLE SIGHTS MARK

In the Marble line of sights every hunter, sportsman and marksman can find exactly the type of rear and front sights best adapted to his particular requirements. Each sight has been designed to meet a specific need and every Marble sight has a host of friends. Marble sights are good trade-builders for the dealer, because they have distinctive quality, value, merit. Those shown here are but a few of the leaders. See catalog for entire line. Prices quoted are list. Liberal discounts to dealers. **STOCK UP NOW BEFORE PRICES ADVANCE.**

## MARBLE'S FLEXIBLE REAR SIGHT

Automatic flexible joint prevents breakage. When accidentally struck sight gives and immediately comes back to correct shooting position. Has simple and efficient elevating device—two sizes of interchangeable discs—and may be locked down flat if desired. Made for all American Sporting and military rifles. List price \$3.00. YOUR profit is what it ought to be.

Disc No. 2



COARSE BEAD FOLDED



COARSE BEAD UP



MARBLE'S REVERSIBLE SIGHT



Ivory bead on one end—gold bead on other—instantly reversible. Beads 1-16, 3-32 or 1/4 inch. List price \$1.50.

## MARBLE'S DUPLEX SIGHT

Has 1/8" permanent, fast-color white enamel bead for dim, hazy light and a 1-16" gold bead for target work and perfect light. Coarse bead folds down when not in use. List price \$1.50.



Marble's Improved front sight for running shots or snap-shooting. \$1.00.



King Bead front sight has 3 distinct beads—gold, black, ivory. \$1.50.



Marble's Stand and front sight—a prime favorite. \$1.00.



Marble's V-M sight—the new aperture front sight. \$1.50.



Sheard "gold" bead front sight made for all rifles and revolvers. \$1.50.

Trade Supplied by Jobbers: Write for Catalog.

Shows entire line of sights, Game-Getter Gun and Sixty Specialties for Sportsmen. Prices may soon advance—**STOCK UP NOW.** Write your jobber.

**MARBLE ARMS & MFG. CO., 5350 Delta Ave., Gladstone, Mich.**

## TRIMO TOOLS



### Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG  
NO. 55.

**TRIMONT  
MFG. CO.**

55-71 Amory Street  
Roxbury, Mass.  
U.S.A.



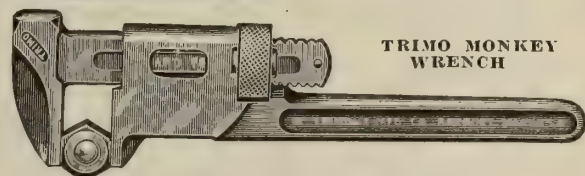
TRIMO PIPE WRENCH  
WOOD HANDLE



TRIMO PIPE WRENCH  
STEEL HANDLE



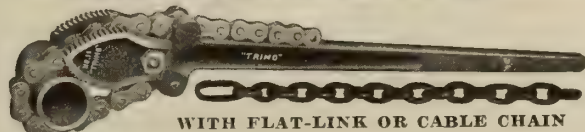
TRIMO PIPE CUTTER



TRIMO MONKEY  
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

OFFICIAL  
AWARD  
RIBBON



PANAMA PACIFIC  
INTERNATIONAL  
EXPOSITION  
SAN FRANCISCO  
1915

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PRESIDENT

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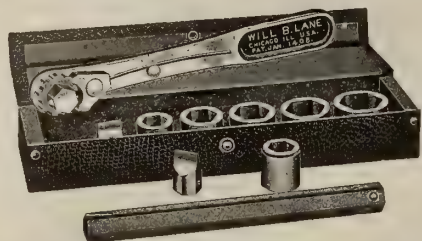
MEDAL  
OF  
HONOR

DEPARTMENT OF  
MANUFACTURES AND  
VARIED INDUSTRIES

...  
CHIEF



## LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

**THE FORD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, **SIX SOCKETS** to fit all nuts and bolt heads on Ford car, including the cylinder head.



**STANDARD SET** Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from  $\frac{1}{4}$  to  $\frac{1}{2}$  in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to  $\frac{3}{8}$  in.

WRITE FOR PRICES.

### WILL B. LANE

180 North Dearborn Street

CHICAGO

ILL.

Carried in Stock by:

Aikenhead Hardware, Limited, Toronto, Ont.; J. H. Ashdown Hardware Company, Limited, Winnipeg and Saskatoon; Thomas Birkett & Son Co., Ltd., Ottawa; Caverhill, Learmont & Co., Montreal, Can.; Edwin Chown & Son, Kingston, Ont.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Lewis Brothers, Ltd., Montreal; London Engine Supplies Co., London, Ont.; Lyon & Marks, Toronto, Ont.; Marshall-Wells Hardware Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Mechanics' Supply Co., Quebec; Merrick-Anderson Co., Ltd., Winnipeg, Man.; Miller-Morse Hardware Co., Ltd., Winnipeg, Man.; Millen & Son, Ltd., Montreal, Can.; Millen & Son, Ltd., Toronto, Ont.; Millen & Son, Ltd., Winnipeg, Man.; Millen & Son, Ltd., Vancouver, B.C.; J. S. Mitchell & Co., Sherbrooke, Que.; Rice Lewis & Son, Ltd., Toronto, Ont.; Wood-Vallance & Co., Hamilton, Ont.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Wood-Vallance & Leggat, Ltd., Vancouver, B.C.; Wood-Vallance & Co., Ltd., Winnipeg, Man.

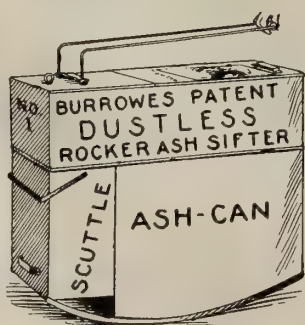
## Mr. Merchant:

Can you stand back of the ash sifter you recommend—is it really dustproof? This sifter has Double Rims and closed-in scuttle, large lid, convenient height, room for the ashes to spread, etc.

ORDER FROM YOUR WHOLESALE HOUSE.

MANUFACTURED BY

The Burrowes Mfg. Co. - - Toronto



## Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—  
Little Work,  
in the Home  
Laundry with  
this **LABOR  
SAVER.**

Style "B"  
made with-  
out electric  
motor for  
use with  
Gasoline,  
Steam en-  
gine or  
Windmill.

Great for the  
Farm.



Style "A"

Made only by

### Cummer-Dowswell, Limited

Hamilton,

Ontario

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

All leading Jobbers stock  
them.

Write for prices.

### J. H. Still Mfg. Co.

ST. THOMAS, ONT.

*If interested, tear out this page and keep with letters to be answered.*



*"Quality* **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

## Good Profits in "Metallic"

There are immense possibilities for the Hardware and Tinsmithing Trades in the sale of Metallic Shingles and Metallic Ceilings. Realize this before your competitor gets a strangle-hold on the trade.

*Write us to-day*

**The Quality House is Safest—Think of Safety First**

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**

## STAINLESS TABLE I·XL CUTLERY

Manufactured by

**GEO. WOSTENHOLM & SON**

4618T



4618T

Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath-brick and knife-cleaning boards.

Can be used on fruit or anything containing acids without fear of rust or terrible stains.

Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

**GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE**

**A. MACFARLANE & CO., Montreal, Canadian Representatives**

*If interested, tear out this page and keep with letters to be answered.*





# **A SQUARE DEAL**

The policy of the Dominion Rubber System is to provide every need in Rubber Goods, and to give a square deal to every buyer, no matter how small the purchase may be. That means—

## **A Square Deal in Values as Well as Qualities**

Whether the purchase be a Rubber Nipple for the baby's bottle, a Rubber Shoe, a "Nobby" Tread Tire, a Dominion Raincoat or Garden Hose, we insist that the goods must be absolutely satisfactory.

No matter what the need in rubber may be, write to our nearest Branch or direct to the Head Office.

**Canadian Consolidated Rubber Co.**

Executive Office—Montreal, P. Q.

***28 "Service" Branches Throughout Canada***



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER.

Vol. XXVIII.

TORONTO, SEPTEMBER 9, 1916

No. 36

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Have you our catalog "R"? If not, write for it. We are both losing business until you learn how your profits and the number of your "satisfied customers" may be increased by Stanley Garage Hardware.

It is surprising how thoughtless most of us are about our comfort and even about our safety.

The only excuse your customers have for a garage without

## STANLEY GARAGE DOOR HOLDERS

is that you may not have them in stock or have neglected to call attention to their great convenience.

The "Holder" locks the door open against the heaviest gusts of wind, saving the glass and fenders from damage as the car passes in or out.

**Stanley Works**

NEW BRITAIN,

New York  
100 Lafayette Street

CONN., U.S.A.

Chicago  
73 East Lake Street

Canadian Representatives:

A. McFarlane & Co., Coristine Bldg., Montreal



## Every inch of "QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized.  
This means uniform wear.

John Lysaght, Limited  
Makers  
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited  
MONTREAL  
Managers Canadian Branch



## Charcoal Tinplates

High-Grade Genuine Charcoal Plates  
Tissue Packed.

Specify "DOMINION CROWN"  
on your next order.

**A. C. LESLIE & CO., LIMITED**  
MONTREAL

*If interested, tear out this page and keep with letters to be answered.*



## Silverware Has Advanced From 10 to 15 Per Cent

Since War Began Silver Has Gone up from 12 to 40 Per Cent. — Lead, Copper and Tin Have All Had Big Advances—Business in Silverware Has Been Exceptionally Good.

**T**HERE has been an advance of approximately 10 per cent. in the price of plated flat silverware since the beginning of the war. In hollowware of the same variety there has been an advance of about 15 per cent. This is not in the same proportion as the advances in the basic metals. In the manufacture of silver-plated ware the principal metals used are silver in the plating, and nickel, lead, tin, copper, and antimony in the base. Antimony, for instance, in July, 1914, sold for 6.78c per pound. At the present time it is quoted at 17c per pound. It even went to 29c in April, 1915. The price at the present time is approximately 150 per cent. higher than it was before the war.

Tin, in July of 1914, sold at 31.75c per pound. At the present time it is 44c per pound—an increase of nearly 40 per cent. Lead that in April, 1914, sold for 3.90c per pound, is now selling at 6.50c per pound—almost 100 per cent. increase. Copper that in August, 1914, was selling at 12.27c per pound, is now quoted at 29c. This is approximately a 150 per cent. increase. Silver by comparison at the present time with pre-war prices, has advanced the least of any of the metals. In July, 1914, it was quoted in New York at 54.68c per ounce. In August of this year it was quoted at 67c. This is an increase of approximately 25 per cent. Silver reached its highest point in May of this year when the price was 77c per ounce. At this high point the increase in price was in the neighborhood of 40 per cent. At the present time it is selling at 66c an ounce.

### Reasons for Advance of Silver.

While silver has not been used in the manufacture of munitions, still the war indirectly has had a tendency to advance the prices. Men who have been in close touch with the silver situation assert that larger quantities of the metal are being used in coinage. The British Treasury was taking large quantities of

the silver at the time the metal reached its highest point. Since the 77c level a decline has taken place, but it is still at a high point.

A further reason for the high price in silver is the unsettled condition of affairs in Mexico. Mexico is normally a large producer of silver, but since that country has been torn with dissension and war, mining activities have been

practically at a standstill. Besides these two factors it is pointed out that business conditions have been good during the past year and money has been available for the purchase of silverware. Large amounts of the metal have been put into commercial channels, both in the United States and Canada, and this has increased the demand for the metal.

(Continued on page 44.)

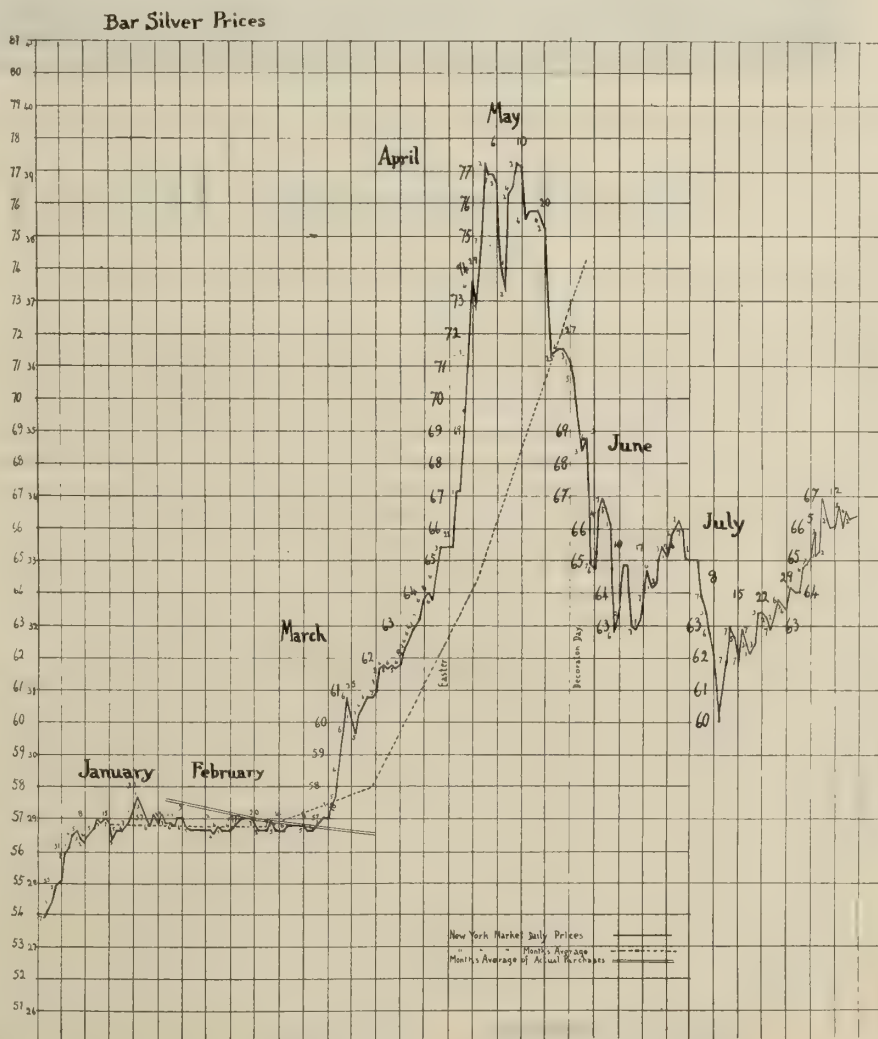


Chart showing fluctuations in price of bar silver.





## Altered Stairway Helped Stove Sales

**T**HE special stove display room of the Baxter Hardware Co., Windsor, Ont., is located on the second floor. An inquiry made by a Hardware and Metal representative as to whether or not customers objected to going up to the second floor to see stoves brought forth a rather interesting reply. When the stove display was first placed on the second floor, it was reached by a closed in stairway. Although most customers would go to the second floor when requested, it was noticed that on the part of some there was a slight hesitation. In order to overcome any objection which might occur to the customer the stairway was changed to an open one. Since the change has been made it has been noticed that customers are much more willing and ready to go up to the second floor.

The stoves are displayed in a large space on the second floor. The room has been appropriately decorated. On each stove there is a neat card bearing the name of the stove, and the price in plain figures. This has been found more satisfactory than the old system of hav-

ing stoves marked with the private marking system, which to-day is looked upon with a certain amount of suspicion by many of the buying public. Stoves are sold both for cash and credit. The granting of credit is watched closely, and only those of approved standing are able to secure a stove on time.

Newspapers and window displays are both used extensively for advertising stoves during the stove selling season.

The Baxter Hardware Co. has found it advantageous to have a special stove show room. Up to within a few months ago the stove stock was shown in another room, which was used partly as a store room for surplus stock. The result was that the stoves did not show up to best advantage.

With the acquisition of additional space on the second floor of the building a special stove display room was made possible. Even though the special show room has only been in use for a short time, it has been found that sales are more easily made, and customers are much better impressed by the improved surroundings than under the old system.

### WANTS MORE MUNITIONS

J. W. Flavelle, chairman of the Imperial Munitions Board for Canada, has issued an appeal to the munitions workers for co-operation in the curtailment of holidays, and for more energetic efforts. He points out that holiday-making during the hot weather "has resulted in an acute shortage of shell-making material," and reminds all concerned in the munitions industry of the seriousness of Canada's obligations to the Empire.

### ELECTRICITY IN THE HOME

In speaking of the development of the mysterious force of electricity during the present generation, James J. Hill states that in addition to commercial transportation and industrial enterprises, there is a larger call for it about our houses where it is already busy lighting, sweeping, washing, cooking, heating and performing deftly and quietly scores of lesser tasks. Further, he says that much of the manual labor about the farm might be performed by this subtle agent that already knows how to milk a cow.



# Up-to-date Record of Costs and New Quotations

Entry for Each Line of Goods in Invoice Book With Particulars of Cost and Selling Price—On Reverse Page Are Recorded Changes in Quotations on Those From Other Firms—Helpful Device of Stratford Firm.

By a Staff Member of Hardware and Metal.

THE form reproduced above is a page from the Invoice Book of J. R. Myers & Sons, of Stratford, and enables them to keep a complete record of the cost of every line of goods in stock, and not only so, but the terms of purchase as to discount, duty, etc., the selling price, each and by the dozen, and to the jobber as well. Not only so, but the cross at the right hand side is an indication of valuable additional information—for on the other side of this loose leaf book are the particulars of a different firm, whose quotation on the line, received after its purchase, may have been more advantageous for the next buy, as will be explained later.

## Entries Made from Invoices

First, as to the method of keeping this last information. An entry is made for every different article in stock. In the one shown here it is a line of forks, with detailed description. The name of the firm from whom it was purchased is given; also the duty, if imported; the stock number or size, the list price discount, net cost, with the actual selling price each and by the dozen, and the price in job lots, say, to contractors.

## A Handy Index in Front

A handy addition to this information is secured by numbering every line ruled on the page, 1, 2, 3, and so on. This is for index purposes. At the front is the index of the articles, in alphabetical order, and subdivided in cases where there are a large number of different goods listed, such as Fa, Fe, Fi, etc.

A certain kind of "Fork" would be on page 64, say, and on line 1. A different kind would be on line 2, and so on. Perhaps a certain article would be

under "Sa." On looking it up in the index the reference would be to "page 96, line 3," making it very simple to find, as the line on the page, even, is given, thus saving time in running down a score or more of items on that page.

These forms are filled out as the goods are taken into stock, when the invoices are on hand and all the information ready. The filling in of the blanks does not take much time, and is almost invaluable for a real knowledge of one's stock.

## Recording a Change in Price

But even of more help to the merchant, perhaps, is a "stunt" indicated by the cross at the end of line 1. What does this signify?

One of several things. It means that since the original entry as to cost, that either a change has been made or a different quotation has come in from another firm. How many circulars are received offering a certain line of goods at a lower price, or a modification in some respect made? What means has the merchant ordinarily for linking up the new offer with the old? How can he file it so that it will be available the next time he needs to re-stock? Here is a simple method. Take the first item on line 1. Turn over the page—it is a loose leaf system—and start in. "Line 1"—then give the other firm's name, the new price they offer, or new terms, etc. Then when you come to order these goods again, you turn up the well-kept index, see the page and line itself, turn to it, and find an x opposite. On the next page will be a rival firm's offer, perhaps a better one for you. If you had not listed it in some such way as

this the chances are your memory would have failed you and the better offer have been lost.

## Saves Looking Up Price Lists.

Or take a change in catalogue prices. On the first page you have the price you paid a few months ago, and on the reverse the price in the amended list. Otherwise, to know what it would cost you on a repeat order, you would have to go over a pile of price lists that would have accumulated, taking a lot of extra time.

Or it may be, on the reverse page you would have the new price of the firm you bought from, and with it the price of another dealer, a double fund of information.

In a later issue of Hardware and Metal will be given a description of an up-to-date price list to hang on the wall, devised by this firm, and also a stand for granite ware. All of these have been found exceedingly useful.



## PREPARING FOR HUNTING SEASON

Despite the fact that many of the American sportsmen who visit New Brunswick annually, are now engaged in the Presidential election campaign, and the younger of the hunters of Nova Scotia are at the front, the number of sportsmen waiting the opening of the season is far in excess of last year. The game is reported to be quite plentiful in the northern and central sections of the province. On September 1, the season for wood duck, black duck, teal, brant, and geese, opened, and on September 15, the big game season opens, when moose, cariboo, and deer may be killed, with the proper license secured.

FOLIO		J. R. MYERS & SONS, LIMITED								PAGE No.			
	PURCHASED FROM	DUTY	DESCRIPTION	NO OR SIZE	LIST	DISCOUNT	COST	C. L. D.	EACH	DOZ.	JOB.	LINES	
			<i>Forks spading plain fer.</i>	137	19.00				1-15	12.50	11.00	1	X
												2	
												3	
												4	
												5	
												6	
												7	
												8	
												9	
												10	

Showing how Stratford firm keep track of cost of every line and subsequent changes in prices.



# HARDWARE & METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, SEPTEMBER 9, 1916

No. 37

DUCK hunting opened on September 1st. Last call before September 16th!

\* \* \*

THE WHOLE continent heaved a sigh of relief when the railway strike danger mark was passed.

\* \* \*

COAL is raised half a dollar a ton. Editorial writers please note; you can't blame this latest rise in the cost of living on the hardwareman.

\* \* \*

THE PRICE of paper has advanced anywhere from 33 1-3 to 100 per cent. Publishers are hard pushed to find enough paper to get their issues out regularly.

\* \* \*

HENRY FORD thinks he can cut the working day in his plant to six hours and still make things go. And yet there are lots of merchants who still think it necessary to work sixteen.

\* \* \*

DESPITE rust and drought and the atmospheric excesses of various kinds that the country has labored under, the crops are going to be good. Uncertainty is at an end.

\* \* \*

THE TIME is coming when practically every family will have its own little roadster. And yet there are hardwaremen who have not yet recognized the necessity of getting into the accessory business.

\* \* \*

FIRE regulation in Northern Ontario may, following the recent disaster, be referred to as a case of locking the stable after the steed has been stolen—but such a course is a wise one if there are other horses to guard.

### STEEL FILES AT A PREMIUM

VARIOUS factors have conspired together a place steel files on a pedestal. In the first place there have been big demands on steel for all munition work and this has caused a shortage for the manufacture of files. Then, too, there has been an extra heavy demand for files for use on certain classes of munition work. Certain sizes are used by shell

manufacturers. Labor difficulties have added to the troubles of the manufacturers. In consequence files are now a rather scarce article. There are those who look for higher prices under the stimulus of present conditions.

### GASOLINE HOLDS FIRM

WITH the heavy production of crude oil and a decline in price of that commodity, a stimulus was recently given to lower prices in gasoline. Refiners put their prices down 1c per gallon and from the tank wagon in Toronto it is now selling at 27½c. To outside points the freight must be reckoned in addition to this. At certain service stations in Toronto gasoline is now being retailed at 18c per gallon. At the time of the recent decline of 1c, further declines were not altogether unlooked for.

Under the influence of good weather conditions, favorable to motoring, the consumption of gasoline has been 25 to 30 per cent. greater in Canada this year than last. It is expected the consumption of gasoline in the Dominion will run somewhere between 75,000,000 and 100,000,000 gallons this year. In terms of 40-gallon barrels, this means from 1,875,000 to 2,500,000. Last year there were consumed in the neighborhood of 1,500,000 barrels. Prices in gasoline at the present time are expected to hold steady.

### THE PAPER SHORTAGE AND THE PUBLIC

THE publishing industry in Canada is facing a serious crisis. Since the first of the present year there has been a growing scarcity of paper and a corresponding advance all along the line in prices. The publisher is literally at his wit's end to know what to do.

Since January 1 there has been a rapid and continuous advance in paper prices. During that period the best grades of paper, white coated, have gone up fifty per cent. A medium grade of coated which cost 6 cents a pound before cannot now be bought for less than 9 cents; and the mills are dodging orders at any price. Super-calendar paper which form-



erly sold at \$4.35 to \$4.50 is now quoted anywhere from \$7.00 to \$8.25. Newsprint—the rough surfaced paper on which newspapers are printed—has advanced nearly fifty per cent. Many of the best grades of paper have been taken off the market entirely, the manufacturers finding it impossible to keep up the quality. There is, in fact, a very general depreciation in paper quality despite the staggering jump in the prices. And, despite the sky-high price levels, the manufacturers are compelled to refuse business or to defer shipments for long periods.

This condition is operating in two directions in its bearing on the publishing business. It is forcing publishers to economize on paper in every conceivable way. They are finding it necessary to reduce the number of pages printed. Lavish supplements, filled with special features of no particular value, are becoming a thing of the past. "Extras" are put out only when the news really warrants it. Newspapers, magazines, class papers, are all concentrating on the important problem of printing the really essential matter in the least space and eliminating all non-essentials. In this one respect, the paper shortage is going to prove a blessing in disguise. Publishers are also examining their lists closely, cutting off exchanges and "dead heads" and doing everything in their power to economize in that way. In these days of scarcity only the man who wants a paper sufficiently to pay for it promptly should get his copy.

The situation is reacting in another direction. It is forcing publishers to raise their subscription rates. Many newspapers and class publications have already done so. And it seems to be the only solution for a situation which now threatens many a publisher with ruin. Subscription rates in Canada had been hammered down to a minimum by strenuous competition and it is impossible for publishers to continue to supply their product at such low prices in the face of the sudden advance of paper costs.

The reader should bear these facts in mind. If he is inclined to complain when his favorite periodical comes to him a little thinner and his renewal notice quotes a higher figure, let him pause to consider that it is only by such measures that the publisher is able to continue to send him the paper at all.

#### *PREJUDICE AFFECTS PROFITS*

**M**ANY severe criticisms have been heard from retail hardware merchants during the past two or three years regarding flashlights and batteries. An investigation has proven that in the majority of cases the complaints are not well founded when applied to present day conditions. Prior to the war a great many cheap flashlights and batteries were imported from Germany. Some of the goods received proved little better than so much junk. The flashlights frequently failed to work. There was no guarantee for replacement in the case of battery deterior-

ating on the shelf. Many of the batteries became useless in a short time and were a total loss to the hardware merchant. In not a few cases the merchants bought large quantities on account of the goods being bought for import. The result was a pile of dead dollars when the flashlights and batteries became unsaleable. And so many of the retail hardwaremen became obsessed with the idea that most flashlights, batteries, etc., were frauds—a line to be avoided. Many a good line—many a good profit-maker has been unjustly condemned because some cheap and inferior line has failed to give expected results.

This seems to have been so in the case of flashlights and batteries. There are many hardware firms to-day handling flashlights and batteries which are giving excellent satisfaction, and are making satisfied customers, and profit for the retailers.

There are also many retailers who were disappointed with some of the cheap lines which they bought under unsatisfactory conditions three or four years ago. These merchants are in some cases prejudiced, due to the small sale for the line at that time, and to the loss which they sustained on account of batteries going bad. They apparently have not realized that during the past three years conditions have changed, and the flashlight is no longer looked upon as a novelty but rather as a necessity. One authority asserts that the demand for flashlights and batteries has increased ten-fold in the past three years. There are now a number of reputable manufacturers who are willing to guarantee their products in every respect.

Great improvements have been made in manufacturing processes which prolong the life of the batteries. Batteries and cases have been standardized so that by handling one line of cases or batteries the merchant can meet practically all demands. There have also been many improvements in flashlight cases, particularly in the switches for turning the light on and off. This has to a great extent eliminated complaints on defective cases. If the merchant will watch his guarantee periods on batteries and test them regularly he will have little or no occasion to suffer loss by deterioration of the batteries. Every merchant has to be his own judge as to the advisability of carrying or not carrying flashlights and batteries in stock. It has been proven to the entire satisfaction of a great many merchants that flashlights and batteries are a profitable side line. The goods take up very little room, and it is not necessary to put in heavy stocks. The goods should be well displayed. The volume of sales will depend largely upon the efforts of the merchant and his sales staff. No merchant should allow old time prejudices to prevent him from at least investigating the possibilities now afforded by reputable manufacturers for stocking and selling flashlights and batteries.



# Cardwriting Made Easy

by R.T.D. Edwards

## LESSON NO. 19

### Semi-Script

**W**E have previously pointed out the importance of the lettering, above everything else, on the show card. This cannot be too strongly emphasized. The lettering must be of a plain and readable design and therefore I shall point out how an obscure form of lettering may be transferred into a very practical one.

The lesson this month is based on the old style script which bore many curves and flourishes. Naturally these rendered ready reading difficult, but in order to utilize the old style you must thin out these obscuring elements just enough to bring out the form of the lettering itself.

In the first place, a most important point is to form the letters at a uniform angle as illustrated by Fig. 1. In laying out the word, before the color is applied, light pencil lines are drawn a half inch apart and at the angle desired for the lettering. These, along with the four regular horizontal guide lines, are sufficient to enable you to get the lettering properly balanced at a uniform angle. One letter at an off angle is like a soldier out of step.

Script, or rather semi-script, may be made by either outline or single brush stroke. Of the two, outline is preferable for a clear cut letter though the brush stroke is quicker. However, script is not used to any great extent, so the little extra time would be well expended.

The outlining may be done with either a broad pen or a small brush. I usually use the pen myself but you may have better success with the brush. Use the heavy carbon ink for the pen outline work and fill in later with card-writers' black, using a brush.

This lesson is only a starter for you in modern script lettering. Magazines are full of new ideas in this form of lettering, drawn by high-priced artists, and those ideas

are useful for show card purposes. Be sure you thoroughly master chart 19 before attempting anything new.

### THE CHART

The forms of script lettering shown in the chart are only a few of the many varieties which are used for show card and other advertising purposes. The main idea, I repeat, is to combine utility and grace. (Have a good, readable type that will join up into words gracefully.)

### Lower Case.

The "a" is composed of six separate strokes. Note that strokes 1 and 2 are furthest apart at the centre of the letter. These two strokes make a good combination to practice.

"b's" first two strokes come to the upper guide line. Strokes 4 and 5 are of similar formation to 1 and 2 of "a" but are reversed. Practice these often.

"e" is composed of five distinct strokes. This letter needs a lot of practice so as to balance it up properly. Note the angle at which it slants.

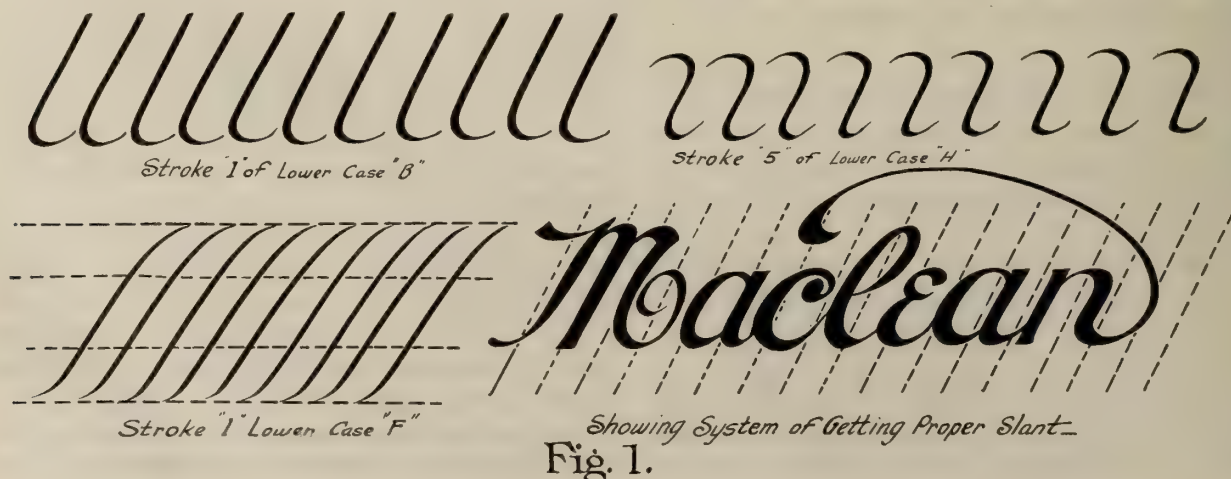
"d" makes a very graceful letter. It is of similar formation to the "a." The difference being the extending of strokes 4 and 5 to the upper guide line.

"e" is a letter that, when mastered, can be made very rapidly. It only has four strokes in its construction.

f. Care must be taken to get this letter at the right angle. Should you not do so it would spoil the whole word in which it was used. Practice well the long sweeping strokes 1 and 2.

You may experience difficulty with the "g" formation but you can master it with continual practice.

Strokes 1 and 2 of "h" must be kept parallel with one





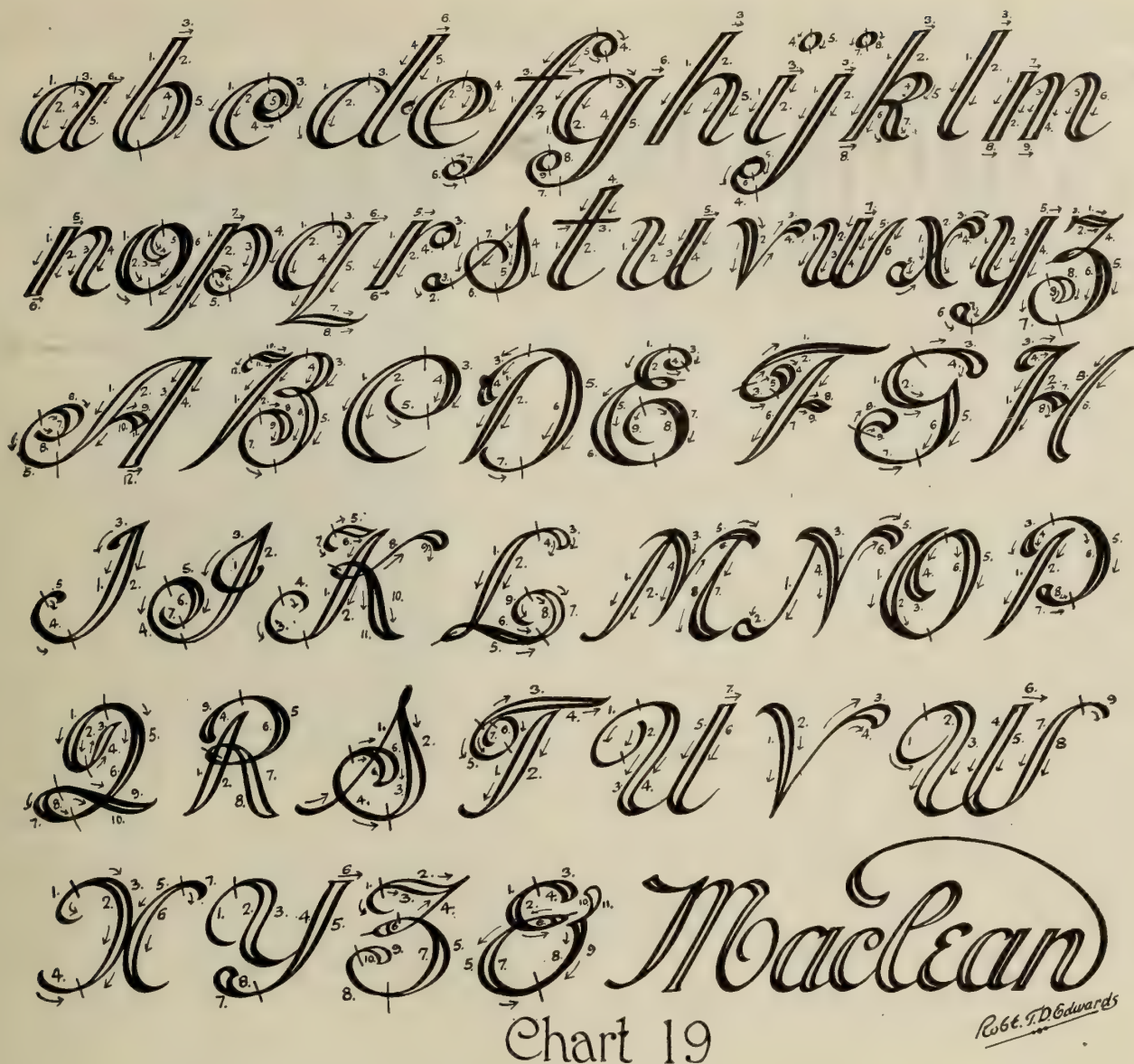


Chart 19

another. Strokes 4 and 5 make a good pair to practise together.

The "i" is just a repetition of strokes 4 and 5 of the letter "a."

"j" is one of the letters that comes to the lower guide line. Note how strokes 1 and 2 come together at the bottom.

You will need to practise strokes 4, 5, 6 and 7 of "k" many times before you get them to appear graceful.

"l's" formation appears in other letters. Practice often.

To make "m," a nice swinging letter, care must be taken to get the six main strokes all at the same slant.

"n" is of similar formation and needs much practice.

"o" is composed of six separate strokes. This letter needs practice.

Strokes 3 and 4 of "p" are the same as 5 and 6 of "o."

Note the sameness in the formation of the "q" and "g." The only difference is in the lower section. Practice strokes 7 and 8 often.

"R" is simple letter, but you need to pay attention to strokes 3 and 4.

"s" is the stumbling block for many amateurs. Note where the cross bars mark the beginning and ending of strokes.

The curves at the lower ends of strokes 1 and 2 of "t" and "u" appear often throughout the alphabet and need much practice.

You will experience difficulty in getting the "v" at the right slant. Practice counts.

The "w" is of similar formation to the "u" with strokes 5 and 6 added. This letter requires a great deal of practice.

The "x" is completed with five strokes. As these strokes do not appear in other letters it is necessary that you give them an extra amount of practice.

The "y" is a very graceful letter and works in nicely with others.

The "z" is composed of nine curved strokes. This letter is not used as much as the others but its formation should be learned.

#### Upper Case

The upper case script shows more curved lines than does the lower case. For this reason all upper case letters should not be used for making up a word. No more than one must be used to each word and that at the beginning.

A shows a nice combination of strokes in 1 and 2. Practice well the diagonal strokes 3 and 4.

B is composed of all curved lines. This is one of the most difficult letters to master and requires a great deal



of practice. All those strokes on the right side of the letter need special attention.

"C" is a five-stroke letter and is not unlike the lower case "c." All its lines appear in other letters.

"D" is another all curve letter. Strokes 5 and 6 should be practised many times.

The "E" shows a variety of curved lines which when made correctly form a very graceful letter. Practice often.

The upper part of the "F" requires a lot of hard practice. This is the first time these strokes have appeared.

Practice often the combination strokes 1 and 2, and 5 and 6. It will take you some time to get these joined up properly.

The formation of "G" needs a great deal of attention. This is the first time that strokes 1 and 2 have been used.

"H" also has all curved lines. You will need to practise this letter often to get it balanced properly.

The "I" and "J" are of somewhat the same formation. Strokes 1 and 2 are the same. Practice these letters many times.

Many cardwriters experience difficulty in the formation of "K." Strokes 8, 10 and 11 are food for practice.

The combination strokes 5, 6, 7, 8 and 9 of "L" are most important. Study well the lines of this letter and see if you can learn to make one like it.

"M" and "N" show strokes of similar nature. Don't spread these letters too much.

"O" is an important letter as it is very much used. The opposite curved lines 1 and 2 and 5 and 6 need lots of practice.

"P." In this letter strokes 5 and 6 are all important as they give the balance to the latter.

"Q" the "two-shaped" letter over which many amateurs have difficulty. Every stroke in this letter should be made the same as shown. Practice many times.

"R" shows the formation of the "P" with the tail added. Strokes 7 and 8 give the character of the letter so must be practised well.

In "S" we have a similar formation to the lower case.

"T" is almost the same as "F." Note the slant of strokes 3 and 4.

Notice the lines of the letter "U." The graceful swing of lines 1, 2, 3 and 4 are most important.

The "V's" formation is shown in the centre of the upper case "M." Practise carefully.

Note the similarity between the forepart of the "W" and the letter "U." Take pains to get all three uprights in this letter the same distance apart.

"X" is not used very often in upper case but nevertheless its formation should be known to the cardwriter. This is an excellent letter to practise on.

"Y" is another letter with shapely lines. Note that strokes 2 and 3 do not rest on the lower guide line. It comes about three-quarters of the way down.

The "Z" and "&" show many lines that may be used for practice work. The upper part of the Z is most important.

By way of showing varieties of letter formation note the letters "M," "L" and "E" in the word "Maclean."

#### Practice Work

To make a success of anything one must first gain knowledge and afterwards put that knowledge into actual work. Practice means success and success means advancement. So it behooves the would-be cardwriter to practise all his spare time will permit. A good way to practise this work is to follow the principle as shown in Fig. 1. Pick out each stroke separately and practise it until you



have completely mastered it. You will find by studying the chart that many strokes are the same so it won't take as long as it may seem to go over the entire alphabet.

The accompanying complete show card gives an idea of how this type should be used. Do not use this semi-script exclusively on any card, use it only to bring out the feature.

THE ONLY necessity of every-day life that seems to be going down in price is the motor car.

\* \* \*

A ROLLING STONE gathers no moss. Neither does the retailer who allows his ideas and energies to stand still.

\* \* \*

EVERY DOG has his day: even the dachHsUND. The Russian bear seems to be playing with the tail of the said hound.

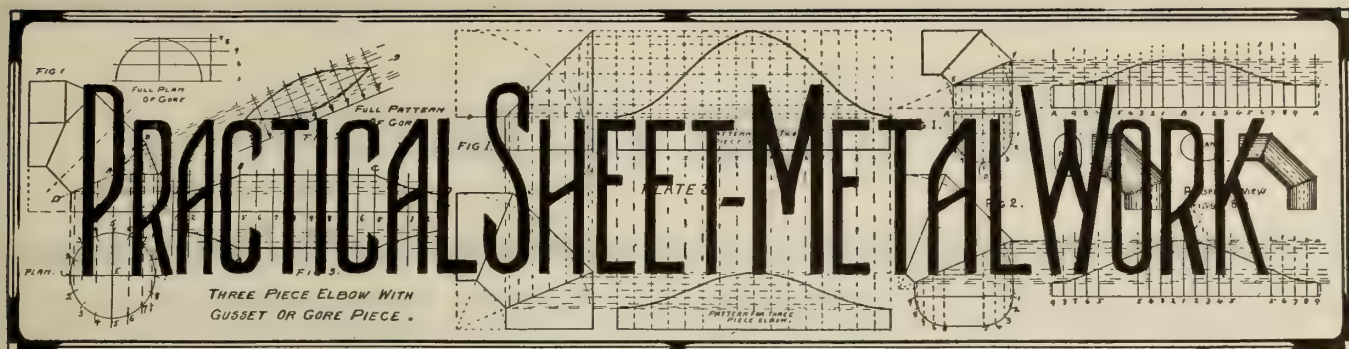
\* \* \*

CONSTANTINE is, in the phrase of the adage, between the devil and the deep sea. On one side is the people clamoring for war. On the other his wife urging neutrality. Which is the deep sea?

\* \* \*

MORE efficiency is the great objective in most successful retail businesses. Efficiency in selling means making one dollar of selling expense bring in the profit that two brought before, always, of course, bearing in mind the customers best interests.





BY THOMAS STANFIELD

THE next few problems to follow in this series will be in the nature of general sheet metal work, the one to be described in this issue being that of a gasoline tank for a motor boat, although the practice of inserting baffles in any kind of oil tank that has to be fastened on a moving vehicle is also good.

As a small leak would cause considerable trouble, the tinsmith in making a tank must exercise great care. The tank as shown here is of a fairly regular pattern or design, yet in some instances the nature of the space in which the tank is located requires a very irregular shaped tank.

In the top view or plan, the three dotted lines 1-1, 2-2 and 3-3 show the position of the plates or partitions usually put in to keep the contents of the tank from splashing too freely in

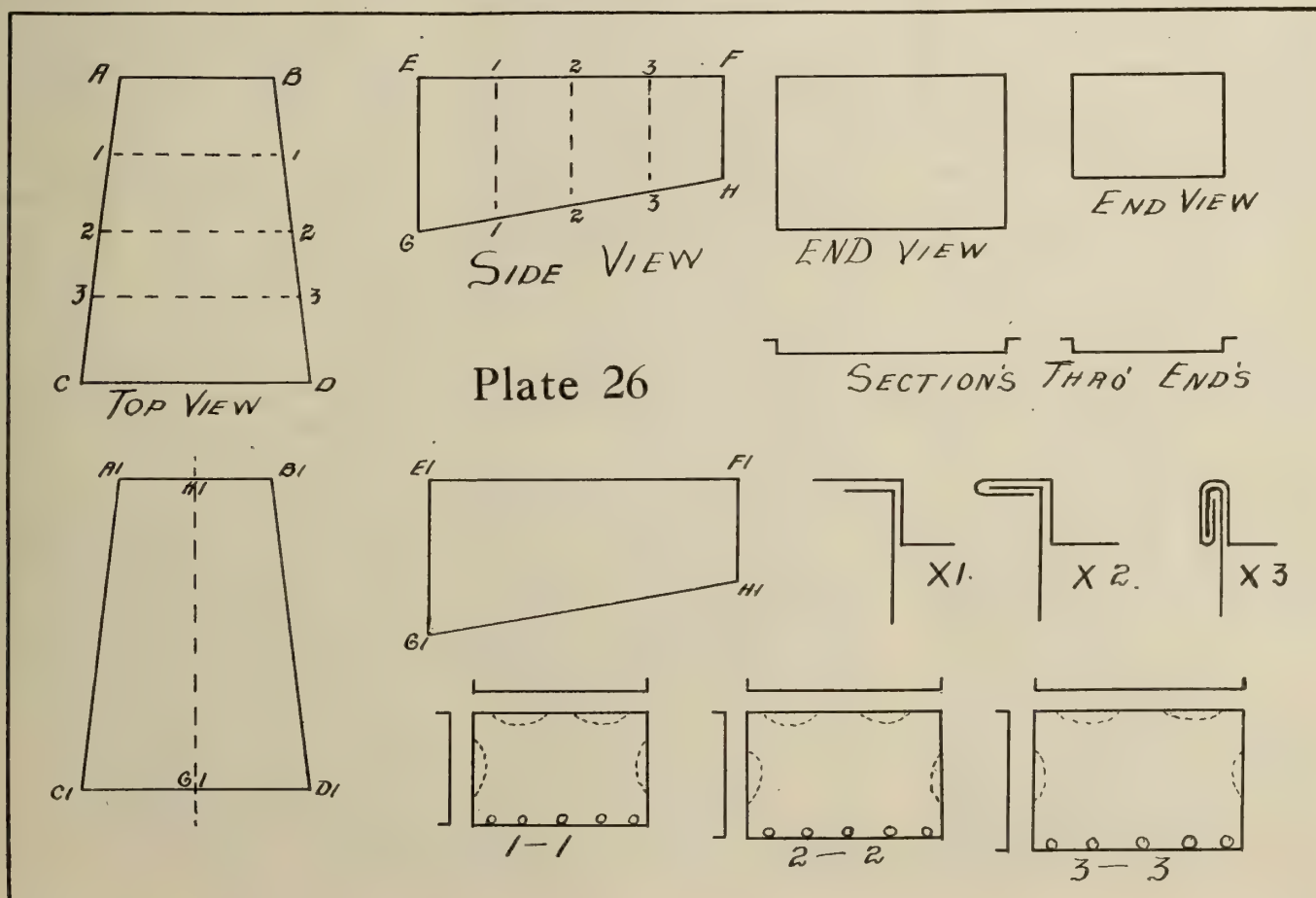
the tank, through the motion of the boat, thus putting too much strain on the joints and seams of the tank.

In the development of the patterns necessary to have a plan or top view and side view. In this case let A, B, C, D be the outline of the top view and E, F, G, H the outline of the side view. The top of the tank being square with both ends, the top view is also the outline of pattern of top section. The line G H inside gives the length of bottom section. Draw a line as at G 1 and H 1 and square from this line. At these points draw lines on both sides and at one end G 1. Mark on each side half the distance from C to D. At H 1 mark on each side half the distance from A to B. Connect the points thus obtained forming outline A1, B1, C1 and D1, being pattern of bottom.

The length of side is shown by lines

A C and B D of top view. Draw a line as E1—F1 equal in length to C A in top view. Draw lines at right angles to E1 and F1. On line drawn from F1, mark off a distance equal to E G on side view. From F1 mark off the distance from F to H in side view. Connect points G1 and H1, thus obtained, completing pattern of side. The two end pieces are square or rectangular pieces as shown in the two end views. The section through ends show edges turned on end pieces. At X1, X2 and X3 are shown the three operations in fitting on end pieces. This seam is doubled over from the outside, making the ends very secure. At 1-1, 2-2 and 3-3 are shown the three portions which are put in before ends are seamed on. These are either punched or cut out as indicated by dotted lines.

(Continued in next issue.)





# WHAT OTHER PAPERS SAY

## CHECKING THE GAMBLING SPIRIT

(From Hardware Age.)

The hardware manufacturers and wholesalers of the United States are confronted by a problem which at the present time is assuming unhealthy proportions. It can be summed up in a few words. It looks as though hardware dealers were buying too heavily at high prices, and as a result are failing to meet their bills with customary promptness.

For several years, up until about 14 months ago, the retail hardware merchants of this country had been buying in small quantities, and were turning their stocks frequently. Ever since the 1907 panic this condition had been pronounced. A little over a year ago, however, conditions correctly gaged brought about a decided change, and dealers began buying freely in anticipation of their needs. Many far-sighted hardware men have made splendid profits as a result, and the habit of buying in quantities well ahead of the selling seasons has become quite general. Manufacturers and jobbers encouraged this movement, and until recently just about everybody in the trade has been well satisfied with the results.

Just now, however, a goodly number of manufacturers and wholesalers are applying the brakes. They are endeavoring to keep buying down to proportions of safety. Many bright men in the hardware business feel that the pinnacle of high prices has been reached, and there is in the air an element of doubt as to the future. This feeling is emphasized by small dealers' orders for abnormal quantities of many items, and the element of speculation is clearly visible as discount dates pass without the appearance of checks in payment.

There has never been a period in American business when commercial gambling has been as general as it has during the past year. There has never been a time of such universal "winnings" as there has been in this period. A year ago just about any buyer could have bought large quantities of any ten staple hardware articles, and could have promptly realized a good profit on his purchases. Just about everything has been headed uphill and the ascent has been marked by little or no engine trouble. If those who believe prices have about reached the high-water mark are right, it is indeed time for dealers to test their brakes and make sure that their commercial machines are under perfect control. It indeed is not a time when merchants should buy large quantities of goods for which they cannot pay promptly. Purchases on which cash discount is passed certainly look like speculations, and manufacturers and big distributors are acting wisely in their endeavors to check such transactions.

The hardware trade of the United States has enjoyed for many years a reputation for remarkable steadiness, and the present movement to nip in the bud this dangerous tendency shows clearly that leaders in the industry have their ears to the ground.

## TAKE A FARM PAPER.

(From the National Bulletin.)

Quite a number of retailers are subscribers to one or more farm papers, and this is a good thing to do.

Some hot summer day, when you are sweating in your store, tired out and needing a vacation, that breezy, old farm paper will remind you of the cool woods where you went squirrel hunting or the old swimming hole where you disported yourself as a boy, and

you will be tempted out for a few days of needed rest.

If your boyhood days were spent on the prairies, then someday when you are sick of business and want to quit, that old farm paper will bring to your mind recollections of harvesting time and of you working in the field with the thermometer at 105, shocking grain that was running from four to six bushels to the acre, and worth about 50c per, and you will decide the store is all right after all.

Also it puts you next to any new things that are being advertised to the farmer, posts you as to whatever the editor is doing for the community as a whole, and gives you a chance to enter a good, strong protest if he knocks local merchants, so the farm paper is a good thing for you any way you take it.

Subscribe for a good one. One of that kind which believes that the home town is essential to rural convenience, happiness and prosperity, and one that stands for the wholesome principle of clean advertising.

## BETTER MERCHANDISING.

(From National Hardware Bulletin.)

One does not have to keep his ear very close to the ground to discover that the retailer is approaching the point where he wants to know all about his business, to dig into it and get the real, vital facts upon which the successful management of his particular store depends.

He is no longer contented to wait until his annual inventory to learn whether or not he has made any money. He wants to know now at least every month how he is getting along. If he is losing money he wants to know just why and what particular lines are responsible for the loss.

We find him compiling records of purchases of stock running back over a term of years, to use as a guide in placing orders, checking up on the sales made and other work done by his clerks, to determine exactly how his investment in them is paying, marking his goods according to a well ordered plan so he knows the exact percentage of net profit each article will pay. In fact he is striving to place every phase of his business on a basis where he can handle it with the least possible guesswork.

This evolution in merchandising methods is not progressing as rapidly as one might at first expect, for it takes time to make the necessary revision and become reasonably proficient in modern bookkeeping methods and the retailer is already about as busy as he can be in his efforts to handle his multifarious responsibilities.

Another thing, a heavy percentage of retailers are poor bookkeepers, so that in reality one of our big retail problems just at present is to supply them the information they need on this important subject and encourage the study of it.

There are other matters, too, which loom large in the big task of improving retail merchandising, but this particular one is the very basis of successful retailing. These changes in retail methods are progressive and healthful, and are putting the retailer in a better position to meet the conditions which confront him.

## ARE WE TO INDULGE IN SUBMARINE BLOCKADE RUNNING?

We can hardly credit the statement in a dispatch to the "Tribune" from Quincy, Mass., that the Electric Boat Company of Fore River is to go into the construction of submarine

merchant vessels to be "operated on a schedule competing with or supplementing that maintained by the Deutschland and the Bremen." It says that the company has designs for their construction and "believes that there is a wide field for them at the present time." Its president is said to believe "not only that undersea liners will have great value during the war, but that they can, with the advent of peace, be readily converted into surface liners with a few small changes." It seems to us that if he believes that he will believe almost anything.

This eminent electric boat builder is further credited with the opinion that "regular and frequent submarine service between this country and Germany is not only practicable but thoroughly probable," provided the war lasts long enough. He has no doubt the "Allied blockade is as stringent as a blockade can be made," but "the Deutschland's feat is within the capabilities of any submarine of equal power and cruising radius." Well, perhaps so, but we hope that no citizen of this neutral nation will indulge in the disreputable business of running the British blockade to help Germany prolong the infernal warfare against civilization and humanity. If anybody else attempts it from our shores, it is to be hoped that the craft will not be so fortunate as the Deutschland was on her western trip. Any American ought to be ashamed to indulge in that sneaking business, and it is to be hoped that the Quincy dispatch is as far from the truth as it seems.

## RECORD PRICES FOR BACON.

(From "Grocer," London, Eng.)

Bacon prices have sharply advanced in the past few weeks, and present quotations constitute a record. It is doubtful whether the top point has yet been reached, but this question will be decided in the near future. We append figures showing the total imports of bacon into the United Kingdom so far during the present year:

	1916, cwts.	1915, cwts.	1914, cwts.
Jan. 1 to June 30.	4,176,712	3,455,741	2,602,087
Four weeks ended			

July 29 ..... 424,154 637,586 374,617

It will be remembered that about two months ago there were many erroneous statements published in the sensational daily press, drawing attention to the presumed conditions for bacon, and the same statements caused much misunderstanding to prevail throughout the country. In our issue of July 8 we reviewed the general situation of bacon, and gave the reasons why the imports of bacon into this country were so unprecedentedly large in the spring of this year. Briefly put, big shipments were made from North America in the spring of this year, instead of being sent in the summer, as was the case last year when importers experienced very heavy losses. A glance at the figures given above shows how heavy has been the falling off in arrivals in July this year compared with 1915. Despite accumulations in cold stores, these are being steadily worked off, as with present short arrivals the demand exceeds the supply; consequently prices have attained a level never before known. So long as the demand for best bacon continues as it does at present, and there is not enough to go round to fill all requirements, also taking into account the urgent needs for the Army and Navy, the general state of the market cannot undergo much modification.



# EVENTS IN THE TRADE

## HARDWARE STORE BURGLARIZED

The hardware store of Jas Wright & Co., and the tailor shop of John Tomlinson, of Glencoe, were burglarized last week. The booty secured was not large.

## DEATH OF W. W. LAWRENCE

W. W. Lawrence, president of the National Lead Company, died in New York on August 29. He was a director of the Assurance Co. of America, the Magnus Co., the Matheson Lead Co., the Seaboard National Bank; and the United Lead Company.

## BRITISH FOREIGN TRADE IN STEEL

There were considerable changes in the distribution of British steel exports in July, as compared with the average movement in the preceding six months, although the total was not far from the average. The July exports of scrap, pig iron, rolled iron, and steel, castings, nails and rivets, etc., but not machinery, showed a decrease of 5 per cent. from the preceding six months. For many years, British iron and steel exports were much larger than those of the United States, but the United States average in the first six months of this year is considerably larger than the British average.

## CARPENTER-MORTON CONVENTION

The annual convention of the travelling salesmen representing the Carpenter-Morton Company, Boston City Club, held recently at the Boston City Club.

Thirty-eight travelling men, representing every State in the United States and Canada, were present.

The convention was presided over by M. Elton Vose, Vice-president and Sales Manager. Addresses were made by Mr. Vose, George C. Morton, Treasurer and General Manager; H. K. Stroud, of Bayer-Stroud Corporation, New York City, advertising counselors for the Carpenter-Morton Company; Walter W. Manning, of the Women's World, New York City, and Allen W. Clark, editor of the American Paint & Oil Dealer, St. Louis, Missouri.

At this convention the salesmen were given full particulars in regard to the big 1917 Selling and Advertising Campaign for Campbell's Varnish Stain, Colorite, and Cow-Ease, three specialties manufactured by the Carpenter-

Morton Company. The convention was the largest and most successful in the history of the company.

## BUSINESS NOTES

Burne Bros., Grimsby, are selling their grocery and hardware business.

Mine Centre Copper Co., Port Arthur, Ont., have obtained a charter.

## DEATH OF MAYOR T. DOHERTY

Sarnia, Ont.—Mayor Thomas Doherty, of this city, the well-known stove manufacturer, dropped dead while addressing an audience at St. Paul's Presbyterian Church, on Wednesday evening, Sept. 6, where a corner-stone was being laid.

## PERSONAL ITEMS

The Canadian Towing & Wrecking Co. suffered loss by fire.

The hardware store of S. L. Adolph, Listowel, was destroyed by fire.

J. M. McKay has purchased the hardware business of W. O. Beatty, Nellen, Manitoba.

James A. McLean, of Rodney, has sold his implement and auto business to Sinclair and McLeod.

O. W. Rolph, Orono, Ont., joined the sales force of Beatty Bros., Fergus, Ont., in the spring. He is successfully covering the hardware trade east of Toronto.

T. H. Reeder, vice-president and general manager of the Canadian Consolidated Rubber Co., has been elected to the Board of Directors of Ames-Holden-McCready.

## HARDWARE LETTER BOX

### Eureka Sanitary Churn

Isbester & Pretty, Saskatoon, Sask.—Please give the name of the manufacturer of the Eureka Sanitary Churn.

The churn is made by Eureka Planter Co., Woodstock, Ont.—Ed.

### Roofing Slate.

J. L. Demers, Thetford Mines, Ont.—Please give names of firms selling roofing slates.

Slate roofing is sold by the Roofers' Supply Co., Toronto, and Canadian Roofing Supply Co., Windsor, Ont.—Ed.

## Air Pumps.

Cameron & Leacock, Smith's Falls, Ont.—Please give the names of manufacturers of air pumps for garages.

Canadian Allis-Chambers, Ltd., Toronto; Darling Bros., Ltd., Montreal; Gilson Mfg. Co., Guelph, Ont.; the Smart-Turner Machine Co., Hamilton; Tallman Brass & Metal Co.—Ed.

## Water Bottles.

J. C. Wanless, Chatham, Ont.—Please advise where we can purchase large glass bottles or jars for water coolers.

Perfection Cooler Co., 19 Alice street, Toronto.—Ed.

## Price Cards

F. W. Jeffery & Sons, Ltd., Midland, Ont.—Please inform us where we can purchase price card racks.

Andrews Wire Works Co., Watford, Ont.; Taylor Mfg. Co., Hamilton, Ont.; Clatworthy & Son, Toronto; Dale Wax Figure Co., Front St. E., Toronto.—Ed.

## Twenty Years Ago In the Hardware Trade

The following items have been taken from the issue of Hardware and Metal of Sept. 16, 1896:

The Minister of Trade and Commerce is courting suggestions from the business men of the country as to ways and means of extending the export trade of the country. Canada's export trade needs expansion, as it is less than that of any other British colony of any importance, except India.

\* \* \*

A new shunting engine arrived in Toronto a few days ago for use in the Canadian Pacific yards here. The locomotive is known as a six-wheel coupled engine. It is furnished with the latest of air brakes and carries a tender of the slanting variety.

\* \* \*

The season which has just opened out promises to show another marked increase in the use of loaded shells at the expense of the sales of powder and shot. If a man takes into account the time spent in loading his own shells there is very little money saved.



# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### TWO NEW DEVICES

The Icy-Hot Bottle Co., Cincinnati, have placed on the market a new Chocolate Pot and Motor Restaurant. The motor restaurant is such that it can be



stowed very conveniently in the car. It contains plates, knives, forks, napkins, cups, spoons and jelly jars, and a large lunch box. The lower half contains three divisions, for vacuum bottles or jars, and the other for fruit, crackers, cakes, etc. There is a division above for an "Icy-Hot" jar or bottle, so that three vacuum containers can be carried.

Owing to the vacuum bottle build of the interior of the chocolate pot, it will keep the contents hot for 24 hours, or cold for three days. It holds a liberal pint and is especially suitable for wo-



men who entertain and families that appreciate special home comforts.

### NEW STANLEY GARAGE DOOR HINGE

A hinge which swings a door completely clear of its opening has just been put on the market by the Stanley Works, of New Britain, Conn. This hinge, equipped with weather-tight ball-bearing washers fitted between its hinge

joints, is especially designed for heavy garage doors. It allows the use of the entire opening as the door is thrown out of harm's way, and, therefore, is particularly adaptable to garages with narrow entrances. The strap is 24 in. long. Its ornamental corrugation adds to its strength and pleasing appearance.

As mortising is unnecessary, this hinge is easily applied. Two of the screw holes in the pad are exposed on the outside. Three screw holes are covered over by the long leaf, so that when the door is closed, the hinge may not be removed. To use this hinge the casing should be flush with the face of the door. A copy of the Stanley Garage Catalogue, illustrating and describing the complete Stanley Garage Hardware line, will be sent to any address on request.

### BICYCLE HORN

The Swiss Mfg. Co., of Toledo, Ohio, announce the perfection of another new mechanical horn, which is claimed to be entirely different in construction from



any other type of push down horn. It has no small spring, ratchet or pawls to engage, and is positive in action, with direct drive from shaft with either roller or balls for locking when pressing down to give a signal. It is of the diaphragm type with toothed wheel passing over a hardened special steel adjusting contact point, which gives it a clear auto-horn tone. It is finished all black with high grade baking enamel. The bracket is universally so constructed to attach to either frame-tube or hand-bar cross-tube. Further information may be had by writing to the company at Toledo.

### FLASHLIGHT

The French Battery & Carbon Co., Madison, Wis., are introducing a new

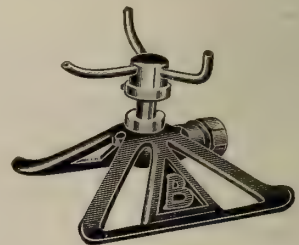
line of flashlight batteries. The unique feature of these batteries is the open carton. The idea of the unsealed cartons is for the convenience of the dealer trade in permitting them to inspect the



battery and to try it in the customer's case without the necessity of breaking any carton seals. This is important in that the battery guarantee of those manufacturers who seal their battery cartons is only effective as long as the seal is unbroken, while in this case the guarantee is effective at any time and effective both to the dealer and to the actual user of the flashlight battery.

### NEW SPRINKLER

The Star Brass Works, Chicago, are offering a new Rainfall sprinkler of the revolving type. It is especially designed for irrigating purposes and watering large areas. It will cover a greater area more uniformly and discharge more water than any sprinkler of its size. It leaves no bare spots unwatered and discharges the water like drops, and as it has no small openings



it cannot clog. The head is tapped to fit standard  $\frac{3}{4}$  in. iron pipe, and when placed on standpipes, 40 to 50 feet apart, requires 19 to 23 to the acre, depending on available pressure.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### MARKETS AT A GLANCE

THERE HAVE BEEN A NUMBER OF ADVANCES IN hardware lines during the week, indicating that the trend of the market is still upward. Business has been good in spite of the increased prices. Prices have been withdrawn on sash cord, cotton clothesline and cotton wrapping twine, owing to the uncertainty prevailing in the raw cotton market. With the higher prices for cotton, manufacturers of these lines are not taking any chances and will only give prices on application. There have been advances on boxed glass, loose pin butts, asbestos wick packing, malleable bushings, cast plugs, sash cord, wrought butts.

Gasoline, linseed oil and turpentine hold at recent quotations. There has been a heavy consumption of gasoline under the influence of good motoring weather. Linseed oil is in fairly good demand and heavier consumption is looked for this fall. People were unable to do their usual amount of painting in the spring months, owing to bad weather, and a good trade is anticipated this fall.

A drop of one cent per gallon on certain grades of coal oil has been recorded. This has been brought about by the lower market prices of Pennsylvania crude oil.

### MONTREAL

**M**ONTREAL, Sept. 8.—Nothing spectacular has happened to the metal markets this week. Every line seems as tight as the proverbial drum, with many instances of good orders going a-begging because furnace, mills or jobber cannot accept them even at a future delivery. The oldest timer cannot remember when trade was at such a deadlock, that is in respect to meeting all wants, and the small man is ruthlessly shelved for the one with the many carload orders. Even the latter has to be content with part now, and part in the distant future. In one way it is just as well that the building trade is quiet, for no one cares to say from what quarter the steel and iron for architectural purposes could be procured. As it is two or three large buildings are at a standstill because of the non-deliverance of staircases, and other necessary steel work.

With the exception of sheet zinc, which has advanced 5 to 6c, there is no change in the local metal prices, although every line is firm, and just waiting for the primary markets, to make another jump. Buying on the whole has been quiet, because users have realised the uselessness of trying to get delivery, but on the other hand inquiries are numerous, and it is evident that there is a lot of metal and component lines wanted by the smaller users. One

jobber remarked to-day, pointing to a whole pile of letters. "If we could write and promise delivery, within 30 days or even double that time, we could do a trade that would beat all records for the past, and probably for the future and at present prices too."

It is an ill wind that blows no good, however. While many are suffering for want of materials, the producing plants are in the hey-day of prosperity.

### Iron and Steel

Rumors as to the placing of several record orders by shell making and engineering plants have been current, but it has been impossible to procure any precise data. Despite full blast of operations unfilled orders are accumulating at the mills, and really the best course would be to shut down on all orders, but unfortunately when an unusually nice order comes along it is not possible in human nature to turn it down, and so the mill schedules get constantly upset. The problem is to apportion the ingots where they will do the most good in satiating the demand. The Canadian Northern recently ordered 10,000 tons of steel from the United States Steel Corporation, but judging from conditions over the border a lot of water will flow under the bridges before the company gets consignment.

### Pig Iron

The conditions that obtain in iron and

steel naturally obtain in pig iron. Some heavy orders have been accepted, but with no definite date of delivery. As a matter of fact the foundries could do without them, but as one official said, "we must have something to work on for the future, and an order in hand now may be worth two in the bush in that remote future when we can promise quick delivery." As showing the drain upon iron ore from the States and Canada another record in iron ore shipments in the Great Lakes was made for August. There were loaded last month 9,850,140 tons which is nearly two million tons greater than the same month last year. Up to the 1st of September shipments aggregated 39,215,864 tons, an increase of more than twelve millions over the same period last year, and it is thought that the total shipments for the year will reach sixty millions.

### Copper

There is no change to the copper market this week, and quotations of 29 to 29½c for fair sized lots hold good. A little better consumption demand is reported, and this seems to be following the course of events in the States where domestic consumers apparently have been the principal buyers in the last few days. The immediate future outlook seems to be favorable to a still further advance in prices. Copper is being bought for delivery at a point farther ahead than ever previously in the history of the trade. This does not spell any reaction in prices.

### Tin

The market is firm with a fair amount of business around 44c. Good inquiries are noticed and there is no doubt that a more settled spirit in the situation would tend to close some good orders. In the primary markets Straits tin is well held in spite of keen competition from Banca, but futures are on the easy side owing to apprehension as to what is going to happen. Export permits from England are being granted most sparingly, which while assuring plentiful supplies there, means that amount of scarcity elsewhere.

### Sheet Zinc

With stocks extremely light, and a difficulty to handle the orders going, prices for small lots have been advanced, and it is now quoted 30c to 31c, with a tendency to go a shade higher. The



zinc situation in the States is much firmer than it was, although a renewal of the weakness in spelter may hurt prospects a bit. Still consumption has improved, and there is not a lot of unsold zinc about.

#### Spelter

Despite signs in the primary markets of weakness, spelter is unchanged locally. Business keeps up in fair strength, and inquiries continue good. Whether they fall off, if spelter weakens, remains to be seen. The London market has been down, while some of the large producers in the States continue out of the market as sellers. If they can hold off it will tend to improve matters. Quotations are at 18c. to 18¼c.

#### Lead

Quotations for lead remain unchanged at 9.25c to 9.50c for round lots of fair size. The demand is about the same as last week. With perhaps an improvement in inquiries. It is anticipated that some heavy consumers will be in the market shortly. The latest report from Trail shows that the week's output was 11½ tons while the output to date from October 1st was nearly 430,000 tons.

#### Antimony

Antimony is unchanged at 19c to 19½; but with an average amount of business doing, and some fair inquiries, strength has been given to the situation. In the primary markets the situation is reported as very stagnant, and a slight bearish movement has weakened prices a little.

#### Solder

Solder is without any sharp feature, and prices remain unchanged. Buying has been steady, but only in small lots. More inquiries have appeared, but there appears little snap to them, and they do not indicate so much a desire to purchase, as to find out exactly conditions likely in the near future.

#### Sorting Up In Hardware

Labor day somewhat interrupted the steady course of business, and there has not been the snap to things that is generally observable in wholesale houses, even when travellers are grumbling that merchants are going to sleep over the possibilities of trade, and keeping their stocks too low. However a fair amount of business has been passing judging from the numerous cases in the shipping rooms. Sorting orders have made up the bulk of the consignments, and the real fall movement is not expected until next week. Travellers home for the holiday report that stocks generally are low, and that as merchants expect a good consuming demand, especially in the country districts, some heavy fall orders should be booked. The only thing likely to set this back will be that firming of prices which slowly but surely is running throughout the whole length and

breadth of the hardware lines. Still there is plenty of money circulating to pay the enhanced prices. The only change this week is an advance on Stanley butts, hinges, etc., of 10 per cent., and an advance on general lines of bolts and nuts of 5 per cent.

#### Nail Stocks Low

The situation is about the same in wire nails. Some fair sorting up orders have been received. Stocks in dealers hands are on the low side. The demand has not been regularly distributed, some districts ordering more freely than others. This is attributed to the building conditions. Various lines of builders' hardware have shown slight improvement at the same time. Prices are unchanged at \$3.85 base.

#### Shortage of Screw Stocks

Screws show a steady call, with jobbers splitting up some orders so as to keep everyone supplied with enough to go on with. Prices are unchanged. Reports show a general shortage of stocks, and an announcement that if all demands could be met with promptly and to full capacity, it would produce a rushing business. But unfortunately that cannot be done.

#### Good Orders in Wood Handles

Fair sized orders have come in during the week, and satisfactory business is reported all the way round. Dealers having settled down to the new prices have been able to push the lines, and they report a good consumption call. We continue to quote second growth ash hay fork, manure fork, shovels, spade, hoe and rake handles 30 per cent. extra. Extra ash 40 per cent.; No. 1 ash, 45 per cent.

#### More Inquiries for Lead Pipe

Fair business is reported in lead pipe, with a growing strength to inquiries. Consumers are evidently buying more freely on the belief that prices are marked down for an advance. Outside buying has quickened up, and is more on a level with the City. This is somewhat unusual. We quote lead pipe at 12c and waste at 13c.

#### Iron Pipe Makers Behind

Iron pipe reflects the condition of the raw market and is very firm, with makers away behind on orders and refusing to commit themselves far as to the future. We heard of three heavy orders being turned down on account of delivery at a certain date not being guaranteed. The expected advance has not matured, but it is looming in the distance.

#### More Inquiry for Tacks

Tacks continue to show an improving demand, and some fair lots were shipped out during the week. Inquiries are likewise more to the front, and it is evident that merchants are breaking away from their previous conservative attitude, and intend to order more freely. Whether they will be able to get all that they want, is another matter.

#### Unable to Supply Hay Wire

The congestion in hay wire still continues, and dealers are almost frantic over their inability to supply the call from the farmers. Wholesale houses, as can be readily understood in the present condition of the markets generally, find it hard to procure stocks, and many farmers will have to go short.

#### Deadlock In Tin Sheets

A deadlock is at hand in large tin sheets, as the British Government has placed an embargo on exportation, and shipments can only be made now by special license. Merchants who have scraped through with some fair consignments are naturally jubilant, but in other quarters there is gloom in the camp. It is evident that the trade will suffer a very severe hardship, and the future is not regarded with any degree of comfort. Some assert the order of the British Government amounts to total prohibition, others that the license will prove elastic.

#### Bigger Demand for Stoves.

With the arrival of Labor Day orders have brightened up for stoves and ranges, and some good general lots have been shipped out. Oil ranges have been especially active over the other lines, and it is anticipated that a good fall



Industrial possibility after peace comes.



consumption is maturing. Travellers report good prospects. Prices generally are unchanged, although the range of them is wide, but it is not expected that the octopus of advancing prices will leave values long alone.

#### TORONTO

**T**ORONTO, Sept. 5.—The situation in manufacturing circles continues satisfactory, and the outlook is favorable as regards getting business, although the shortage of labor, and probably further increase in cost of raw materials, are causing considerable anxiety among manufacturers. While production is being curtailed on this account, business continues to expand, which is proved by the marked increase in railway earnings, trade returns, bank clearings, etc. The increases shown each month reveal the substantial and progressive improvement in the industrial situation. The Customs returns for August, recently issued, show an increase of \$3,610,000, the total revenue for the month being \$11,941,000. The returns each month have shown increases which are indicative of the phenomenal growth in trade.

The threatened railway strike in the United States, which would have had far-reaching effects, even in Canada, has fortunately been averted. Embargoes which had already been placed on shipments to United States points were withdrawn a few hours after the notice had been issued. The local freight yards are already sufficiently congested without any further troubles. The first week of the Canadian National Exhibition has been a great success, being favored with exceptionally fine weather. The exhibits in the Machinery Hall are well up to previous years, while the exhibit of munitions in the Educational Building is a new feature which has proved both interesting and instructive, particularly to the general public.

#### Iron and Steel Situation

The steel trade continues extremely active, with an increase in production now that the weather has become cooler. The demand for steel is, and will continue to be for many months, so great that the steel mills are assured of capacity business for some time to come. The steel companies are devoting themselves principally to the manufacture of steel for munitions and other war material, with the result that domestic trade has suffered, and deliveries consequently have fallen behind. On this account some consumers have had to defer buying, and work is being held up pending a return to more normal conditions. Several buildings have been delayed, and some held up indefinitely owing to the difficulty of getting steel. There are no price changes to note this week, but the market continues very firm, and further advances in steel products may be looked

for. Boiler tubes and plates are firm at the advance announced last week, and deliveries are as backward as ever, owing to the sold-up condition of the mills. The wrought iron pipe situation is unchanged, with quotations very firm on both black and galvanized pipe. The high-speed tool steel situation is easier owing to the increase in available supplies of tungsten. The demand for tool steel continues heavy, supplies still being difficult to obtain, although prices have an easier tendency. There has been no further change in prices of steel bars, and present quotations will probably be maintained for some time.

In the United States, production in August was about equal to July, in spite of the hot weather, etc. New business, however, was larger, and at the end of the month will probably show an increase in unfilled orders. The steel market has been active during the past week, with the buying of large amounts of rails, car plates and general steel products. Export business continues large, while the domestic demand is also heavier. Prices on all steel products are very firm, with no changes of importance to note.

#### Pig Iron Consumption Heavy

There is nothing of particular importance to note in the pig iron market this week, and quotations are unchanged. The heavy demand for steel-making pig iron continues, and the consumption this year will break all previous records. An indication of the heavy consumption of pig iron in the United States and Canada is shown in the iron ore shipments on the Great Lakes, which for August created a record. In August there were loaded 9,850,140 tons, which was nearly two million tons greater than for the corresponding month last year.

#### Big Machine Tool Demand

The machine tool market continues active, the situation being practically the same as during the past few weeks. The demand is still confined almost entirely to tools for munition plants, although there is fair inquiry for tool makers' equipment. Reference has previously been made to the fact that American machine tool houses have to pay a war tax on profits arising out of business transacted in Great Britain. Large concerns, however, say that this will not cause them to close their branch offices in Great Britain, as they will be useful in looking after business previously booked as well as that placed in the future.

#### Demand for All Metals Good

Quotations on most metals have been well maintained, particularly in copper, which, although unchanged, is strong, with an upward tendency. The demand continues good for metals for munitions, while ordinary business during August was above normal.

#### Copper

The market continues strong at unchanged prices, which are still nominal. Domestic buying is improving, and the export business continues heavy, but it is reported that the enormous sales predicted for export recently have not materialized as yet. However, without the large buying for the Allies, which had been expected, practically all available supplies for the remainder of the year have been disposed of. Local quotations are firm at 30c per pound.

#### Tin Unsettled

The market is unsettled and lower in London, but unchanged locally. The local market is quiet, tin being quoted at 44c per pound.

#### Spelter Demand Slackens

The demand has fallen off, and the market is quieter, with quotations nominal. Local quotations are unchanged at 14c per pound.

#### Lead Market Dull

The market is very dull and easier. The Trust price of 6.50c New York has been maintained, but the independents' quotations are a shade easier at 6.67½c New York. Local quotations are unchanged at 8½c per pound.

#### Antimony Demand Small

There has been practically no demand for antimony during the week, and the market is stagnant. Quotations, however, are unchanged at 17c per pound.

#### Aluminum Steady

The situation in this metal is unchanged. Local quotations 68c per pound.

#### Sheet Prices Hold

There has been no change during the week in the sheet situation. With the high price and scarcity of sheet bars, prices of sheets have been well maintained, and no decline may be expected for some considerable time. The output of the sheet mills has improved with the cooler weather, but deliveries are still backward. The galvanized sheet situation is more settled following the improved tone in the spelter market, but with the continued high price of black sheets, acids, etc., and also increase in wages, lower prices on galvanized sheets do not appear at all likely in the meantime. Prevailing prices on sheets are given in the current market quotations.

#### Wire Products Firm

The market continues very firm, with prices unchanged in the meantime, although an advance is anticipated in the near future. Export business continues heavy, but domestic demand shows little change. Smooth steel wire, No. 0-9 gauge, is quoted at \$4.25 per 100 lbs. base. Prevailing prices of steel products are given in the current market quotations.

#### Steel Products Firm

The mills are sold up on boiler tubes anywhere from six to ten months, and most consumers are covered ahead for



this year and some over the first half of 1917. Quotations are very firm and deliveries falling behind. Prices of plates are also very firm, with an upward tendency. There is a heavy demand for plates in the primary market from shipyards and the railroads, while a scarcity is being felt in many districts.

#### Big Demand for Steel Rivets

Some of the manufacturers of steel rivets report an exceptionally good demand for steel rivets, such as used in carriage hardware, wheelbarrows and like articles. The demand, in fact, on one factory in Gananoque has been better than at any time in the history of the concern. Difficulty is being experienced in getting the steel for the manufacture. Jobbers are taking large quantities. Prices are firm in the face of the big demand.

#### Prices Withdrawn on Cotton Rope

Conditions in the cotton market have very materially affected the situation on all lines used by hardwaremen manufactured from cotton. The manufacturers of sash cord, clothes line rope, cotton wrapping twine and kindred lines have advised the jobbers that all prices have been withdrawn, and will only be quoted on application. Briefly the situation in cotton is this: Due to the ravages of the boll weevil and a long-continued drouth in the Southern cotton States, following excessive moisture in July, the crop this year is estimated at only 64 per cent. of a normal crop. There has been an enormous demand on cotton to help supply the needs occasioned by a wool shortage, and great quantities are being consumed in the manufacture of gun cotton. In the face of these conditions prices on the raw cotton have been climbing skyward. It is now quoted in the neighborhood of 16c per pound, as against 9c to 10c in normal pre-war times. And the price is not expected to stick around present levels. There are those who predict 20-cent cotton in the near future. Twenty-cent cotton is in about the same category with two-dollar wheat.

#### Malleable Bushings Advance

A new discount of 57½ per cent. has been issued by the manufacturers of malleable bushings, cast bushings, cast plugs and malleable unions. This represents approximately an advance of 7½ per cent. in price.

#### Net Prices on Hinges

In last week's issue the new list prices on heavy strap and tee hinges and light strap and tee hinges were recorded. The discount from list was given as 40 per cent. The net list as it works out is as follows:

	Dozen	Pairs.
Heavy Strap Hinges:		
4-inch .....	\$1.80	
5-inch .....	2.25	
6-inch .....	2.40	
8-inch .....	3.25	
10-inch .....	5.75	
12-inch .....	7.15	

14-inch .....	8.15	
Dozen		
Heavy Tee Hinges:	Pairs.	
4-inch .....	\$1.55	
5-inch .....	1.90	
6-inch .....	2.15	
8-inch .....	2.45	
10-inch .....	5.00	
12-inch .....	7.00	
14-inch .....	7.10	

	Dozen	Pairs.
Light Hinges:	Strap.	Tee.
3-inch .....	\$0.60	\$0.60
4-inch .....	0.72	0.66
5-inch .....	0.85	0.80
6-inch .....	1.02	0.90
8-inch .....	1.50	1.10
10-inch .....	2.10	1.45

#### Window Glass Advances

A new discount has been issued to apply to window glass, which makes provision for 20 per cent. as opposed to the old discount of 25 per cent.

#### Sash Cord Up 2½c

Certain makers of sash cord have issued new prices on sash cord. The No. 6 size is now quoted at 37½c per pound, No. 7 at 36½c, and No. 8 at 36c. This is an advance of 2½c per pound. The

#### NEW DISCOUNTS ON BOLTS AND NUTS.

Carriage Bolts (\$1.00 list)—	
¾ in. dia. and smaller .....	35%
7-16 in. dia. and larger .....	20%
Machine Bolts—	
¾ in. dia. and smaller .....	35%
7-16 in. and larger .....	25%
Sleigh Shoe Bolts—	
¾ in. dia. and smaller .....	25%
7-16 in. dia. and larger .....	20%
Coach and Lag Screws .....	45%
Skein Bolts .....	40%
Square Head Blank Bolts .....	25%
Bolt Ends .....	25%
Plow Bolts .....	25%
Elevator Bolts .....	30%
Fancy Head Bolts .....	25%
Shaft Bolts (\$3.00 list) .....	25%
Step Bolts, large head (\$3.00 list) .....	25%
Whiffletree Bolts .....	25%
Nuts, square .....	\$1.75 off list
Nuts, hexagon .....	\$1.75 off list

advance was occasioned by the recent advances in raw materials and the uncertainty respecting the raw cotton market.

#### Good Demand for Cotton Twine

The demand for cotton twine continues good and prices hold firm at the recent advances in the three and four-ply. The coarser twines are plentiful, but the fine twines are scarce. Jute as a material for making bags is being displaced by cotton. Owing to the difficulties of getting the raw material to this country from India some of the manufacturers have been giving their attention to the manufacture of cotton bags, which take the place of the jute bags. These cotton bags are now being used by fruit and vegetable men extensively where formerly the jute bag served the purpose for the shipment of vegetables. It is a question whether this trade will remain in cotton bags at the close of the war. It is a question of cheapness largely. At the present time, with the difficulties attending the shipment and

the uncertainty attending the receipt of goods, manufacturers have preferred to take to the cotton material.

#### Hemp Twine Trade Good

Canadian manufacturers are finding a lucrative field in the making of hemp twine at the present time. The demand for this article has been good. With good industrial conditions there has been large quantities of this heavy wrapping twine used. Then, too, a new field has opened for the Canadian cordage manufacturer by the shutting off of the British source of supply. Much of this article was formerly supplied by Great Britain to Canada. This local demand has offered a field for Canadian manufacturers, and they have been quick to seize it. There is considerable coming in from the United States, but Canadian makers are able to get a good share. What is more, they purpose to hold the market after the war is over. Some of them have been installing new machinery and will be in a position to compete with all comers for the Canadian trade when the market is again thrown open.

#### Loose Pin Butts Are Up

There is a scarcity in the local market of loose-pin butts, old copper or polished brass, and the price has advanced during the week in accordance with the changed condition. No. 241 in the 3½-inch by 3½-inch are now selling at 23c per pair. In the 3-inch by 3-inch the new price is 22¾c. These are base prices and represent an advance of 3c per pair.

#### Shortage in Files

Jobbers report a shortage in files, with the prospect of higher prices in the not distant future. There has been a shortage of file material in the shape of the steel. The labor problem has entered into the question to a considerable extent. There have also been big demands for files for certain operations on the manufacture of shells. All these factors have helped make the market for files very firm. There have been no actual advances as yet, but they are not unlooked for.

#### Big Jump in Asbestos

There has been a big jump in almost all lines of asbestos goods during the past week. Asbestos wick packing that formerly sold for 38c is now quoted at 60c to 65c per pound. Sheet asbestos that formerly sold for \$3.75 per 100 pounds is now quoted at \$4.50.

#### Activity in Scrap Metals

The market has taken on increased activity, and the demand is good; dealers reporting fair business. Old and scrap copper has been advanced ¼c per pound, quotations running from 16¼c for light and 19¼c for heavy. An advance of ¼c has been placed on machine turnings and compositions, the former being quoted at 12¾c and the latter at 14¾c. Brass clippings and turnings show a similar increase, being 13¾c and



12 $\frac{1}{4}$ c respectively. Scrap zinc at 7 $\frac{3}{4}$ c shows an advance of  $\frac{1}{4}$ c per pound. Aluminum is now 35c, an advance of 1c per pound.

#### Higher Prices on Galvanized Sheets

Interest has centred around galvanized sheets for some time owing to the condition of the market. The statement is made by the representative of one of the large manufacturers that an increase in price is not improbable in the near future.

#### Bolts and Nuts Advance

There has been a new discount list issued by the manufacturers of bolts and nuts, which provides for an increase of approximately 10 per cent. on nearly all lines. The new discounts will be found elsewhere.

#### Good Market for Junk

Old rubbers, junk, etc., continue to be marketed freely at current prices. Rubber boots and shoes, according to trim, 6 $\frac{1}{2}$ c to 7 $\frac{1}{2}$ c per pound. Auto tires, 5c to 6c. Bicycle tires, 3c to 4c. Lead, heavy, 4c to 5c. Tea lead, 3 $\frac{1}{2}$ c to 4 $\frac{1}{2}$ c. Brass, heavy, 10c to 12c; light, 8c to 10c. Copper, heavy, 15c to 17c; light, 12c to 15c. Zinc, 8c to 10c.

#### New Prices on Galvanized Sheets

Some manufacturers have named new prices on galvanized iron sheets to take effect September 9. Following are the classes and the price:

10 $\frac{3}{4}$ ounce .....	\$6.25
No. 28 gauge .....	5.95
No. 26 gauge .....	5.65
No. 24 gauge .....	5.50
No. 22 gauge .....	5.50
No. 20 gauge .....	5.35
No. 18 gauge .....	5.35
No. 16 gauge .....	5.20
No. 14 gauge .....	5.20

#### LONDON

**L**ONDON, Sept. 8.—Business at this centre is good. Fall lines are moving freely, with some lines scarce and hard to get. Collections have also been good. There are many important price changes and prospects of still higher prices on many lines in the near future. Many visitors are expected to London next week, the occasion being the Western Fair.

#### Linseed Oil Down 4c.

In conformity with the easier price in linseed oil in other centres a decline of 4c per gallon is recorded here. The demand is seasonably good with a still larger consumption looked for during the fall months.

Raw. Boiled.

1 to 2 barrels per gal.....	86c	89c
3 to 5 barrels, per gal.....	85c	88c
6 to 9 barrels, per gal.....	83c	86c

#### Fair Demand for Turpentine

There has been a fair demand for turpentine during the past week. Prices

remain firm and unchanged from recent quotations:

1 barrel Lots .....	69c per Imp. gal.
2 to 4 barrel lots ....	68c per Imp. gal.
5 gal. ....	76c per Imp. gal.

#### Bolts and Nuts Advance

New discounts on bolts and nuts have been issued by the manufacturers. The new prices mean nearly a 10 per cent. advance on most lines. The discounts, which are general will be found elsewhere.

#### New Prices on Sleigh Bells

This year's prices on sleigh bells is 10 per cent. higher than those of last year. The advance is accounted for by the causes which contribute to make high prices in other lines. Orders are being taken for later delivery.

#### Steel Butts Up Again

Still another advance is recorded in steel butts. The new discounts are as follows:

No. 840, 30 and 2 $\frac{1}{2}$ per cent.;	No. 800, 30 and 2 $\frac{1}{2}$ per cent.;
No. 838, 30 and 2 $\frac{1}{2}$ per cent.;	No. 804, 40 per cent.;
No. 842, 37 $\frac{1}{2}$ per cent.;	No. 810, 25 per cent.;
No. 814, 25 per cent.	

#### Net Prices on Hinges

The following are net prices on heavy tee and strap hinges, figured at 40 per cent. off list, according to the new list as shown in Hardware and Metal last week:

	Tee	Strap
	Per doz.	per doz.
4-inch .....	1.53	1.80
5-inch .....	1.92	2.22
6-inch .....	2.16	2.40
8-inch .....	2.46	3.24
10-inch .....	4.98	5.76
12-inch .....	6.96	7.14
14-inch .....	7.08	8.16

Light tee and strap hinges are also figure on a basis of 40 per cent. off list.

#### Rosin Goes Up

Firmness in the rosin market has caused an advance during the past week. In casks it is now quoted at 3 $\frac{3}{4}$ c per pound and in small lots at 4c per lb.

#### Lamp Wick Advances

A new price has gone into effect on lamp wick in rolls which provides for a substantial increase. No. 0 is now quoted at 45c per roll, No. a at 55c, No. b at 75c and No. d at \$1.25.

#### Oyster Shell

A new price on oyster shell was named during the week at 60c per 100 pounds.

#### Lantern Globes Advance

Cold blast lantern globes have been changed in price during the week, the tendency being upward. They are now quoted at 65c per dozen packet one dozen in case; 62 $\frac{1}{2}$ c dozen packed three

dozen in case; 60c dozen, packed six dozen in case. In one dozen lots the Short pattern are quoted at 70c and in 3 doz. cases at 65c dozen.

#### Bar Iron Up 10c

An advance is recorded in the price of bar iron of 10c per 100 pounds, making the new base price \$3.25.

#### Tub Stands

A new price has been issued of folding tub and wringer stands of \$43.40 per dozen list. The discount is placed at 50 per cent.

#### Wire Nails Firm

The demand for wire nails has been good and prices hold firm at recent quotations. They are selling at \$3.80 per 100 lbs. base. Cut nails are quoted at \$3.40 per 100 lbs. base.

#### Rope Market Firm

In the face of a fair demand the rope market has held firm at recent quotations. Base prices are as follows:

Pure Manila, per lb., 22 $\frac{1}{2}$ c, British, per lb., 18c; African Hemp, 18c; Sisal, per lb. 15 $\frac{1}{2}$ c; Cotton 3-16 inch, per lb., 29c; Cotton  $\frac{1}{4}$  inch and larger, 28c.

#### White Lead Demand Light

The market on white lead in oil is a little weak with the demand light. Prices remain unchanged at \$13.95 per 100 lbs. in ton lots for pure lead and \$14.25 per 100 lbs. in less than ton lots.

#### Lanterns Up

Cold blast lanterns are now quoted at \$8 per doz. and the short globe pattern at the same price.

#### New Discount on Chains

The discount on cow chains is now given at 40 and 5 per cent. off list.

#### Prices on Hockey Sticks

The prices on hockey sticks for the coming season are named as follows: Boys' white, 80c dozen; Men's elm, \$2, doz.; Spalding, \$3.75 doz.; Mic Mac, \$4.75 doz.

#### Cutlery Scarce

Cutlery for the Christmas trade is scarce. Merchants are now beginning to fill up their stocks for the Christmas trade as well as possible from the small stocks from which they are allowed to select.

#### Demand for Stove Boards

Some demand for stoves, stove boards, stovepipes, elbows, etc., is being experienced, indicating that people are starting to prepare for the winter in good time. Stove boards, wood lined, are quoted at 50 and 10 per cent. off list.

#### New Prices on Alarm Clocks

Higher prices have been named on alarm clocks. Good Morning is now quoted at 95c each, Lookout at \$1.10 each, Sleepmetre at \$1.10 each, Big Ben at \$2.25 each and Baby Ben at \$2.25 each.

(Winnipeg Markets on page 44.)



# WEEKLY PAINT DEPARTMENT

## Sell Paint to Boat Owners

*Some Suggestions for Increasing Trade in the Paint Department—Practical Hints to Relay to Customers Who Own Boats*

ANY hardware man who wishes to make a more complete success of his paint department can do so by careful study of the different uses of paint. This enables him to advise his customer which paints are best fitted to his needs, and to suggest special uses.

The following article, taken from the American Paint and Oil Dealer, includes many helpful suggestions for the man with a boat to paint. The discussion of marine painting is from the standpoint of the boat owner, and it is conducted by an acknowledged authority. The knowledge contained therein should enable the paint salesman to advise boat owners on their painting problems, and to go after and get the bulk of the marine paint business in his community:

"Before starting to refinish a boat, it will pay to remove any deck or other fittings that interfere with the varnishing or repainting. After this has been done, you are in shape to plan what repairs are to be made, and how you are going to paint the boat.

"Getting a fresh coat of paint on the outside, before the weather gets too warm, will have the advantage of preventing the planking drying out, pending the launching.

"The inside of cabin, cockpit and floors can be painted after you put the first coat on all exterior work, which is the most important, particularly as the inside work will probably only need one coat, whereas the outside should have two coats. In any case, where the old paint is removed and you have to build up a surface from the natural wood, about four coats are required, except in the case of the bottom, where two coats of copper or other anti-fouling paint are sufficient. Each coat of paint should have one week to dry.

"If the old deck is not in good condition, it will be much better to take it off and lay a new piece of about 10-oz. canvas, which can be obtained in widths up to 10 feet. First take off the mouldings, then pry off the old canvas. Sandpaper the decks down, until smooth and free from any ridge; fill any seams or nail holes with white lead putty. Now

paint the deck a heavy coat of any good outside white paint, or mix up pure white lead in raw linseed oil until it has about the consistency of cream.

"Do not, under any circumstances, wet the canvas. Now lay the canvas over the deck, stretching it out and smoothing out all wrinkles, and tack same as quickly as possible with half-inch copper or galvanized tacks. You will find the paint underneath will very quickly start shrinking the canvas. While not absolutely necessary, if you have a flat iron handy, and can run over the canvas with it, it will help to make it adhere to the paint.

"Paint the top of the canvas at once with a deck paint thinned down with an equal quantity of raw linseed oil. It will absorb this freely, and you will find with the coat underneath and the coat on top the canvas will be stretched as tight as a drum. Give a week to dry before applying a second coat, thinned down the same as the first coat. If possible, give this a week to dry also, and give a third coat of the deck paint, full strength.

"On a deck where the canvas is in good shape, merely wash off thoroughly with pumice-stone and water. Have it thoroughly dry, and give it one or two coats of deck paint.

"Varnished decks are either of oak, mahogany or white pine. If they are in fair condition, do not go to the trouble of scraping, but merely wash down thoroughly with pumice-stone and water. When thoroughly dry, give them at least two coats of the best spar varnish, allowing a week, if possible, between coats. Rub the first coat down with pumice-stone and water to cut the gloss, and give the second coat a chance to adhere to it. Any seams that need attention should be refilled with proper seam composition before varnishing.

"After the coat put on the outside is dry, sandpaper any rough spots, and then fill in any small dents or seams with seam composition or white lead putty. Unless the old paint is very thick and badly cracked or peeled, it should not be necessary to remove it.

"If you have to burn the old paint off, get a good gasoline torch, and always keep the flame playing on the paint. After burning off, if the hull is very rough, it should be planed; if in fair shape, a good sandpapering will smooth it up. First sandpaper against the grain, and then fore and aft. Of course, if the boat has varnished sides, you would either remove the old paint with paint remover or with a scraper, and not use a torch; neither would you sandpaper any surface that is to be varnished, except with the grain, as otherwise the scratches would show up badly under the varnish.

"If the boat is in fair condition, two coats of either yacht, white, varnish, or enamel will be sufficient.

"By painting the top sides first, you will find it easier to trace in the water line with bottom paint. It will pay to carry the water-line from two to six inches above the paint; the boat actually rests in the water, according to the size of the boat, as most waters deposit considerable dirt around the water-line very quickly. Wash the bottom, and after it is dry, sandpaper any rough spots. Examine the seams, and in any place where the calking has come out, recalk same. Where the old putty or white lead has dried out, or there is a seam open, first pull out the cement, and re-cement with seam composition or white lead putty.

"There are a variety of paints on the market, but it is hard to beat the pure copper paint for anti-fouling purposes; that is, the brown copper paint, made from metallic and not oxide of copper. The red copper is also good as an anti-fouling composition. The copper paint should be thoroughly stirred frequently while being applied.

### CATALOGUES AND BOOKLETS

Two catalogues from Merrick-Ander-son Co., Winnipeg, have been received. One contains descriptions of a full line of Jubilee stoves, ranges and furnaces. The other contains their Jubilee sporting goods. The lines illustrated therein have been carefully selected and represent a complete assortment of merchandise.



**THE BRISTLES CAN'T  
COME OUT**

## A Boeckh-Made Brush Differs

The Difference is instantly visible to the untrained eye. It wins out against all competitors.

### THE "STEEL GRIP"

#### FEATURE

is practical. See the idea in the illustration. Note the oval-faced ferrule construction (patented), which points or compresses or sharpens the ends of the bristles—a far better construction than the old-fashioned, straight, construction model.

Add to this construction and advantage these:

The Bristles can't come out.  
Elasticity and Resilience.  
Bristles converge to the centre.  
Spread the paint evenly.  
Brushes are perfectly chiselled.  
Selected fine Bristles.  
Give long and satisfactory wear.  
They are guaranteed.

Boeckh Brushes are known far and wide among our customers—by name and reputation. They are self-sellers.



**The Boeckh Bros. Company, Ltd.  
Toronto, Can.**



It costs nothing to investigate—  
write to-day.

## Big claims don't make big gains

What we say about our goods are positive facts based on the results that

## Jamieson's Pure Prepared Paints and Varnishes

have produced in the past for both dealer and consumer. What we make we guarantee and sell at a moderate price.

Give us the opportunity to place our proposition before you. Send us a postcard and full particulars will be sent you by return mail.

**R. C. JAMIESON & CO., Limited, MONTREAL, CANADA**

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

*If interested, tear out this page and keep with letters to be answered.*



## WEEKLY HARDWARE MARKETS

(Continued from page 41)

### WINNIPEG

Winnipeg, Sept. 7.—Linseed oil remains firm at present quotations, raw being quoted at \$1 per gallon and boiled at \$1.03. There have been advances during the week on angle steel, tire steel, barb wire, soft galvanized wire. There have been reductions of 25c per 100 lbs. on galvanized sheets, and approximately 20c on annealed wire. New prices issued on rubber belting show further advances. The new discounts are 50 and 10 per cent. for 6-inch and under, and 50 per cent. over 6-inch. There have been increased prices of 15 to 20 per cent. on the Savage make of guns and rifles. Revised prices on heavy strap and tee hinges have gone into effect, as well as on shelf brackets and pulleys. All prices on scales and weigh beams have advanced approximately from 7½ to 10 per cent. Advances were also recorded in cotton wrapping twine, Rogers Bros. 1849 silver-plated ware, shovel handles, asbestos wick packing.

### WEEKLY PAINT MARKETS

(Continued from page 46.)

at 12½c per gallon. There has been a big drop in Pennsylvania crude and it is from this product that these particular grades of oil secured. One large refiner has made a slight change in the method of quoting prices on coal oil, and all their oils in fact. Formerly the price in wooden barrels included the purchase price of the barrel. This price is now named the same as the ex-tank wagon price and the barrel is charged at the rate of \$2. When this is returned by the purchaser the amount is credited to his account. The company still uses the same system when supplying oil in steel barrels. These are the property of the company and are returnable as soon as empty.

### Turpentine Prices Firm

Turpentine prices during the week have held firm. The demand is reported fair. Shipments have been slow in arriving. Rosins are also firm in price. While the demand is light at the present time a good fall trade is looked for. Quotations are as follows:

	Per Imp. gal.
1 barrel lots .....	64½c to 69c
2 to 4 barrel lots .....	63c to 67c
5-gallon lots .....	69½c to 77c

### New Discount on Glass

A new discount has been placed into effect on sheet glass during the week. The new rate is 20 per cent. as compared with the former discount of 25 per cent. Demand has been fair for this commodity with a slight improvement noted. Jobbers anticipate there

will be more building this fall than last year and the increased demand seems to point toward this.

### White Lead Firm

Due to the influence of the pig lead market prices in white lead in oil are holding firm. In the primary market it is now selling from \$6.65 to \$6.75 per hundred pounds. This price is much firmer than it was at the time the recent reduction of 50c per hundred took place in the price of white lead in oil. At that time pig lead was selling around \$7 per hundred. From this it is pointed out that the price of white lead in oil should naturally have a firmer tendency. There are no price changes during the week.

per 100 lbs.  
White lead in oil, pure ton lots ..\$13.45  
White lead in oil, small lots ...\$13.75

### SILVERWARE HAS ADVANCED 10 TO 15 PER CENT.

(Continued from page 25.)

Considerable quantities of nickel-silver are used in the manufacture of silver-plated ware. This has also advanced greatly in price. Before the war, nickel-silver was selling at 18c to 22c per ounce. At the present time quotations run from 42c to 45c. In the nickel-silver there are usually three grades used in the manufacture of this class of silverware. In these grades the percentage of nickel runs 16, 18 and 21 per cent. The average flatware made contains the 18 per cent. grade. The nickel-silver comes in long sheets 10 feet in length by 1 foot in width, and 1 inch in thickness. This is cut and rolled to the proper thickness, then plated with silver.

### Hard to Get Skilled Help

"It has been a difficult matter to get a sufficient supply of skilled help to look after the business that has been developing during the past year," stated E. G. Baker, secretary of the Canadian William A. Rogers Company, to a Hardware and Metal representative. "Many of these skilled workmen have enlisted and it has been difficult to get others to fill their places. Green help has had to be broken in, in certain instances, and this has not proved very satisfactory. This condition coupled with a big demand at the present time has made it not an easy matter to cope with the increased business.

"Business has been exceptionally good this year. But this is a condition that is general throughout the business world in Canada. With our company is associated two other concerns, one in the manufacture of sales books and another in the manufacture of paper boxes. In both these the demand has been extra

large, showing that business is good and money is flush, when such commodities as candy, millinery, powders and perfumes are finding a ready market.

"The difficulty in our business has not been so much the securing of silver, but rather the nickel-silver. This metal is turned out in the rolling mills and they have been busy supplying steel and other products for munitions purposes. Metals for domestic use have had to wait on the more urgent demands of war.

"Conditions in the trade, however, are on the whole satisfactory. Business is good. Manufacturers are experiencing difficulty in filling orders. There is plenty of money around. Men who are working in the munitions plants have money to spend, and those who have enlisted apparently have more to send to their wives and families," said Mr. Baker.

### Reaching Out for Business

The business of some of the manufacturers has developed to such a stage within recent months that they are looking forward to a continuation when war conditions no longer prevail. To this end they have been spending considerable sums of money in the development of their business in an endeavor to hold the trade.

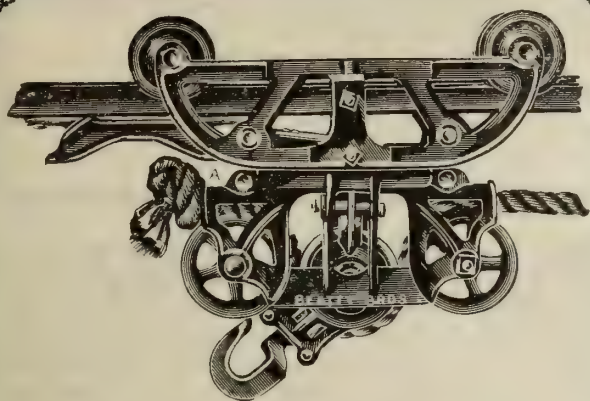
### Does Not Look for Higher Prices

While there have been advances in the price of this particular kind of flatware, manufacturers are of the opinion that higher prices are not likely, in the near future, at any rate. There are those who expect to see the silver market go higher in price, but they assert the price of nickel-silver is not likely to go higher. Chemicals, such as cyanide of potassium and potash, used in the plating business, have also been very high in price.

### HOW TO FILE A HANDSAW

The Simonds Saw Manufacturing Company, believes in promoting and encouraging the study of woodworking. During the last school year this encouragement took definite form in the awarding of 228 prizes to boys who in or out of manual training schools, made of wood some useful or ingenious article of special merit. This year the Simonds Company, believing that the care of tools is a first essential to the woodworker, has prepared and is distributing a 16-page booklet "How to File a Hand saw." The text matter is conveniently arranged in five lessons suitable for class room work. Copies of this book may be obtained by anyone especially interested in the subject of manual or vocational training by addressing Simonds Canada Saw Co., Montreal.





## Missing Profits

The big crop and labor shortage have boosted hay tool sales for two years in succession. In hundreds of towns a demand for hay tools was created which the hardware merchant could not fill. Many a dealer missed an opportunity for profits.

## A Big Season Coming

The labor problem will be more acute next year than ever. This will stimulate hay tool sales, for when help is scarce no farmer can get in his crop unless he has a hay carrier. Many hardwaremen are going into the hay tool line in anticipation of this big opportunity.

Be ready for next year. When the rush of harvest commences, and the farmers need new cars, forks, pulleys, track or rope, they **WILL NOT WAIT**. They won't risk their crops by delay. The dealer who has the goods gets the business.

You can buy your hay tools now on a lower basis than will be possible later for prices are likely to increase within another 12 months. You can buy them on Sept. 1st, 1917, terms.

Get the goods in stock and be ready. The fall, when barns are full, is the easiest time to install and outfit and for this reason a great many hardware dealers sell hay tools in the fall. Now is the time to protect yourself for next season's requirements. Order from us or through our salesmen.

## Beatty Bros., Limited

Head[Office: Fergus, Ont.]

St. John, N.B.; Montreal, Que.;  
Edmonton, Alta.; Winnipeg, Man.

**BT**  
BT stands for Best  
**Hay Tools**



This can and label are known and trusted by every varnish consumer. Even the smallest users have learned to discriminate when buying varnish, and the name of Berry Brothers on a can always inspires confidence that the quality is right and absolutely dependable.

You can make your varnish business grow by pushing Berry Brothers' line.

**LUXEBERRY WHITE ENAMEL**—whitest white, stays white. Makes a permanent 'snow-white finish in either dull or gloss effects.

**LIQUID GRANITE**—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

**LUXEBERRY WOOD FINISH**—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

*Write for price list and interesting dealers' proposition.*

**BERRY BROTHERS**  
(INCORPORATED)  
World's Largest Varnish Makers  
Established 1858

WALKERVILLE, ONTARIO

(387)

*If interested, tear out this page and keep with letters to be answered.*



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, Sept. 8.—The barometer of the paint market has been set fair this week, and manufacturers, crushers and jobbers report "no change" all the way round. Prices generally are firm, and there seems no reason to anticipate, unless the unexpected happens, anything sensational for some time. Even linseed oil, which is the excitable member of the group, seems to have settled down to a decorous state, and experts do not expect any change until more is known as to crop prospects. White lead is steady, and in fair demand. The same can be said of turpentine. Glass is unchecked at the advanced price noted last week.

The demand for prepared paints and allied lines keep very good. Little painting was done in the spring and early summer, and, although in consequence dealers' stocks did not get the call they otherwise would have had, still the extra amount of painting necessary to make up the falling off cannot be met by present stocks, and a good buying call is anticipated. The vanguard of this is apparent in the inquiries coming in, and the cheerful reports from travellers as to prospects.

### Linseed Oil is Steady

Linseed is steady at last week's price. Crushers do not anticipate any further reduction for a time. Crop prospects are not unanimous. Some are favorable and the others are the opposite, and until the proper verdict is out, linseed will probably be unchanged, or but slightly affected in price one way or the other. As was anticipated, the decline affected orders and the demand this week has not been so good as compared with the week before. A period of unaffected prices will liven things up again. There is a good feeling as regards the fall and next year's consumption demand. We quote crushers' prices: 83, 82½, and 82 for raw, and 85½, 84½, and 84 for boiled. Most jobbers are not so close to this price. We quote jobbers' prices:

	Raw.	Boiled.
1 to 2 barrels .....	86c	89c
3 to 5 barrels .....	85c	88c
6 to 9 barrels .....	84c	87c

### White Lead Moving Freely

White lead is moving in good volume, especially for this time of the year. Travellers report satisfactory prospects, as stocks in dealers' hands are light, and the fall consumption demand has

every indication of being a good one. Prices are firm, and grinders on the whole are satisfied with the situation. We quote small lots, \$13.60. One ton lots and over, \$13 to \$13.30.

### Turpentine Demand Better

Turpentine has quickened a little in demand, and some good orders for immediate as well as future delivery are reported. Prospects look very favorable for a strong fall trade, as stocks in dealers' hands are not heavy by any means, and turpentine is one of those lucky constituents which always has to be used. We quote 70c with a firm undertone. Supplies seem to be strongly held.

### Varnishes Demand Increases

A good tone is manifested in all lines of varnish. Household specialties are selling well, there being an increase in demand owing to the return of householders from the country. Varnish in bulk, owing to the improvement in industrial trade generally is selling better. Coach, carriage, piano and implement varnish is prominent.

### Gasoline Consumption Heavy

Gasoline is about the same as last week, with the demand slightly heavier. Some heavy orders have been booked for end of the month delivery, and although stocks are not heavy, apparently, and what there is, strongly held, no difficulty is anticipated as to handling the consignments. There is a brisk demand noted from country points, where stocks have been allowed to get very short. The city trade is somewhat featureless, but with a firm undertone.

### New Discount on Glass

The market is undisturbed this week. The new discount has gone forth to the dealers, and is now generally known. Up to the time of writing the change does not seem to have affected the ordering, for the call has been coming in with the regularity experienced in previous weeks. Travellers report good prospects, as despite the heavy ordering in the spring, stocks on hand are not heavy, and sorting up in sizes at any rate will be absolutely necessary to cope with the coming fall consumption demand. The better outlook for the building trade also carries good news for the glass dealers.

## TORONTO

**T**ORONTO, Sept. 8.—Although the trade during the past week has not been brisk there is a disposition shown that indicates to the jobbers

that a good trade will be forthcoming this fall. There has been a better demand for glass during the week which seems to indicate that people are getting ready to do slightly more building than was done in the fall of last year. Jobbers assert their belief that there will be more building during this fall than there was last year at this season of the year. The general trade in paints and oils has been good. There has also been a good demand for putty. Some of the houses have started their travellers on the road again after having given up the calls during the month of August. There is a general feeling among the paint and oil men that the trade will be good this fall. There is plenty of money in Ontario and people are expected to spend some of it in the beautification of their homes.

### Linseed Oil Holds Steady

There has been a good demand for linseed oil during the past week. Crushers are anticipating a good fall trade. There have been numerous inquiries and some crushers state they will not be able to supply the demand in certain lines. Prices at the present time are holding firm at recent quotations. Flaxseed is quoted at \$1.86 in Winnipeg which is 3c under quotations at the same time last week. Reports from the West state that the crop is in reasonably good condition with no serious damage from frost reported as yet. Futures are slightly higher than for the corresponding weeks of last year. Quotations are the same as those of last week:

	Raw.	Boiled.
1 to 2 barrels, per gal. . .	80-86c	83-89c
3 to 5 barrels, per gal. . .	79-85c	82-88c
6 to 9 barrels, per gal. . .	78-83c	81-86c

### Gasoline Prices Firm

There has been an excellent demand for gasoline during the past week and prices as a result are holding firm at recent quotations. Good weather has been favorable to motoring and people have been taking advantage of the fine roads. There has been a big consumption in consequence. From tank wagon the price quoted is 27½c with firmness in the situation. Coal oil is easier in price and has dropped 1c per gallon during the week. Royalite oil is now selling at 10c per gallon and Palacine

(Continued on page 44.)



# "Who Makes It?"

That's the first thing a customer wants to know about a can of paint or varnish.

He realizes that there is no way to tell its quality by looking at it in the can—no practical test by which he can discover its ingredients, or assure himself that they are pure, or mixed in the proper proportions, or that they will give satisfactory service when spread upon his walls or wood-work.



**B-H**

But when he sees the "Brandram-Henderson" label he is reassured on all these points. He knows, from his own experience, or from that of others, that for nearly a quarter of a century paints and varnishes with that label have given the lasting service that alone can prove the quality of a can of paint or varnish.

Common-sense tells him that the firm which has been maintaining the high reputation of its products for all these years isn't going to risk losing it by selling him a can of poor paint.

All this flashes through his mind in far less time than it takes to write it—but it's the reasoning that makes easy sales for B-H. agents.

*And it's sound reasoning!*

**BRANDRAM-HENDERSON**

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 64  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26 1/2% advance; all other R. F. Ball Cartridges, advance 2 1/2%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2 1/4%; Arrow, 20%. Ball caps, B.B. Caps, \$3.05 per M. net; C. B. Caps, \$2.90 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F. 38, STW., \$10.45 net.

Above prices withdrawn. New prices to be issued shortly.

Prices on Dominion Cartridge Co. goods temporarily withdrawn.

"Winchester" B.B. Caps, \$2.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12 1/2%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12 1/2%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball 2 1/4% advance; R. F. Shot, 12 1/2%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52 1/2%; Military and Sporting advance 66 2-3%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12 1/2%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; 1/2c per lb. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47 1/2%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—8 in. net ..... 3 00  
B.T.—10 in. net ..... 3 30  
B.T.—12 in. net ..... 3 90

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Hand made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 50  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25  
Double bit .... 11 00  
Hunters' Axes .... 5 50  
"Boy's" Axes .... 6 25  
Bench Axes, Samson No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.

Hort Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12 1/2c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%.

Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

## BENZINE

Montreal Toronto Single bbls., gal. .... 0 31 1/2  
Drums, gal. .... 0 28 1/2

## BOLTS AND NUTS

Carriage Bolts (\$1), list, 3/4 in. dia. and smaller, 40%.

Carriage Bolts (\$1), list, 7-16 in. 25%.

Machine Bolts, 3/4 in. dia. and smaller, 40%.

Machine Bolts, 7-16 in. dia. and larger, 30%.

Sleigh Shoe Bolts, 3/4 in. dia. and smaller, 30%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 25%.

Coach and Lag Screws, 50%.

Skein Bolts, 45%.

Square Head Blank Bolts, 30%.

Rolt Ends, 30%.

Plow Bolts, 30%.

Elevator Bolts, 30%.

Fancy Head Bolts, 25%.

Shaft Bolts (\$3 list), 25%.

Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%.

Nuts, square, 2c off list.

Nuts, hexagon, 2c off list.

Store Rods, per lb., 8c.

Store Bolts, 62 1/2%.

Tire Bolts, 50%.

**BORAX**

Lump, Crystal Borax, lb. .... 0 09 1/2

**BRASS**

Per lb.

Springs, sheets, 8 in. wide, up to 20 gauge .... 0 60

Rods, base 1/2 to 1 in. round 0 55

Tubing, seamless base .... 0 55

Tubing, iron pipe size, 1 in. base .... 0 50

Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

Per doz.

No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in. x 28 in. .... 7 20  
No. 3—20 in. x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40

Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. .... 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.

Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc Per doz.

Pony ..... \$1 75

Crown ..... 3 55

Dandy ..... 3 75

Improved Globe ..... 2 65

Standard Globe ..... 2 75

Neptune ..... 2 75

Original Globe ..... 3 00

Newmarket King ..... 4 25

Victor (Glass) ..... 4 25

Jubilee ..... 4 25

Diamond King (Glass) ..... 4 50

Western King (Enamel) ..... 4 25

Reaver, brass ..... 6 00

Wood, double faced, .... 1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. .... 16 13

Weighted, 20 lbs., per doz. .... 18 50

Weighted, 25 lbs., per doz. .... 22 32

## BUTTS

No. 804, 40%; No. 840, 30 and 2 1/4%; No. 800, 30 and 2 1/4%; No. 838, 30 and 2 1/4%; No. 842, 37%.

## CANS

Milk factory cans, 15%.

Cream cans, 20%.

Railway cans, 20, 5%.

and delivery and creamery cans, 20%.

Cream cans, 35%; with dome top, 15c extra. Refinined, 70 and 10%.

Plain, 70 and 20%.

Milk can trimmings, plus 10%.

Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots .... 1 85

Portland, per bbl., carload lots, f.o.b. Toronto, 1 50

White Bros. English, 2 00

"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 ..... 23 00

Fire brick, English, 17 00

Fire brick, Mm., low 23 00

Fire clay, 2 1/2 lb. tins, doz. 1 25

**CEMENT (FURNACE)**

1 1/2 lb. tins, per doz. .... 1 00

6 lb. tins, per doz., lb. .... 0 05

25 lb. tins, per doz., lb. .... 0 04

**CEMENT, ROOFING**

Per gal.

Roofing cement (in bbls.) .... 0 29

Cement (in 5 and 10 gals.) .... 0 23

Cement (in 2 gals.) .... 0 30

Cement (in 1 gal.) .... 0 35

**CHALK**

Carpenter, per gross, 0 65

Carpenters' lead pencils, per gross .... 2 40

Crayons, per gross .... 0 20

Carpenter, red, gr. .... 1 40

Carpenter, blue, gr. .... 1 40

Carpenter, white, gr. .... 1 10

**CHISELS**

Cold chisels, 5x6 in., doz. .... 2 20

Bevel edge, 1 inch, doz. .... 2 50

Common cold, 1/2, \$1.35; 3/4, \$2; 1, \$2.75; 1 1/2, \$3; 2, \$4

Straight Shank Drills, 45%.

Socket Chisels, 65% off list; if R edge, add 90c doz.

## CHAIN

Quotations nominal.

Proof coil, per 100 lbs., 1/4, \$9.45; 5-16, \$9.10; 3/8, \$8.35; 7-16, \$7.15; 1/2, \$6.95; 9-16, \$6.95; 5/8, \$6.80; 3/4, \$6.70; 7/8, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB

3-16 in., \$9.25; 1/4 in., \$6.75; 5-16 in., \$5.25; 3/8 in., \$4.50; 7-16 in., \$4; 1/2 in., \$4 per 100 lbs.

Electric Weld Loading Chain, 1/4 in., \$11.50 per 100 lbs.

Steel Jack, 15% net.

Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32 1/2%.

## CHOPPERS, FOOD

Universal No. 0 ..... \$12.00 doz.

1 ..... 12.50 doz.

2 ..... 16.20 doz.

3 ..... 23.40 doz.

## COPPER

Montreal Toronto Casting ingot, see weekly report

Bars, 1/2 to 2 in. .... 46 50 46 00

Plain sheets, 14 oz. .... 14x28 in., 14x60 in. 45 00 45 00

Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00

Copper sheet, planished, 14x60 base, 57 00 57 00

Braziers' in sheets, 6x4 base ..... 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35

No. 7, lb. .... 0 34

No. 8, No. 9, No. 10, No. 12 0 33 1/2

## COAL TAR

Crude coal tar, per bbl. .... \$4 50

Refined coal tar, per bbl. .... 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Montreal Ordinary, 52 sheets ..... 4 50

All bright, 52 sheets ..... 6 30

## Galvanized

Apollo Crown Gorbals

18x24x52 ..... 6 25 6 25 6 50

60 ..... 6 50 6 50 6 75

20x28x47 ..... 6 75 6 75 7 00

20x28x94 ..... 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IX, 14x20 base ..... \$ 8 00

IX, 14x20 base ..... 9 00

IXX, 14x20 base ..... 10 25

IXXX, 14x20 base ..... 10 25

Raven and Murex Grades—

IX, 14x20 base ..... 7 00

IX, 14x20 base ..... 8 00

IXX, 14x20 base ..... 9 50

IXXX, 14x20 base ..... 12 00

"Allaway's Best" Standard Quality,

IX, 14x20 base ..... 8 75

IX, 14x20 base ..... 9 75

IXX, 14x20 base ..... 10 75

**CHARCOAL TERNE PLATES**

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 210 lbs., \$11; 216 lbs., \$11.50.

**COKES, BRIGHT**

Bessemer Steel—

10x14x20 base ..... 6 50

20x28, double box ..... 13 00



MADE IN CANADA



**3** SPECIALS GUARANTEED  
TO GIVE EXCELLENT SERVICE

**IMPERIAL  
GENUINE**

The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

**HARRIS  
HEAVY  
PRESSURE**

For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

**ALUMINOID**

Specially prepared for medium and light speed machinery.

We Have Everything in Metals

**THE CANADA METAL  
COMPANY, LIMITED**

TORONTO MONTREAL WINNIPEG

# MOORE'S

## House Colors



will stand behind you if your policy is quality and value, because they possess an ideal measure of both. It needs only a trial to *convince* you that selling our products is very profitable business. Make it now.

*Drop a line for proposition.*

**Benjamin Moore & Company, Limited**  
WEST TORONTO

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —  
DOUBLE-COATED TISSUE.**

I C, 14 x 26 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base 9 50		9 50

**FILES AND RASPS.** Per cent.

Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Delta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Vulcan Brand .....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 60%; malleable bushings, 60%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.** Doz.

Hollow and pressed steel...	0 81
Solid .....	1 20

Special Stall Fixture, 40%.

**FRAMED MIRRORS.** Doz.

Size glass, 4 x 6 .....	1 00
Size glass, 5 x 7 .....	1 25
Size glass, 6 x 9 .....	1 60
Size glass, 7 x 9 .....	1 75
Size glass, 8 x 10 .....	2 00
Size glass, 9 x 12 .....	2 60
Size glass, 10 x 14 .....	3 10
Size glass, 10 x 17 .....	3 75

**GASOLINE.** Montreal.

Barrels .....	0 32
Drums .....	0 29
Tank wagon .....	0 28½

Any quantity, in bbls. .... 31

Drums, 40-gal., per gal. .... 27½

Tank wagon ..... 27½ |

**GRINDSTONES** Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes ..... 1 25 |

Mounted No. 115, each. .... 3 75

Bl.-Treadle, each. .... 4 25

**HALTERS (SNAP AND RING)** Doz.

Russet rope shank, 1 in. \$ 7 75

Russet rope shank, 1½ in. 9 25

Black rope shank, 1 in. .... 8 00

Black rope shank, 1½ in. .... 9 40

Hand sewn, no shank, 1 in. 11 60

Hand sewn, no shank, 1½ in. .... 13 00

Hand sewn, with shank, 1 in. .... 14 75

Hand sewn, with shank, 1½ in. .... 16 25

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18;

¾-in., \$21.

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt. 10 00

Masons, 5 lbs. and over, per cwt. .... 12 00

Napping, up to 2 lbs. .... 0 13½

**HANDLES (WOOD)** Net

Axe, No. 3 culls, doz. .... 1 01

Axe, No. 1 hickory, doz. .... 2 14

Axe, 2nd growth, doz. .... 3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, \$2.50; No. 1, \$2; No. 2, \$1.60; maple, \$1.75; ash, \$1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., \$3.20; 34 in. and 36 in., \$3.40 per dozen.

Manure fork handles, short, \$3.60 per dozen.

Hickory pick handles, No. 1, \$3, and No. 2, \$1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., \$1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

**HANGERS, BARN & PARLOR**

Stearns, wood track, Special.

zenith ..... 9 00 |

Atlas, steel covered.. \$5 25 6 00

Perfect, No. 1 ..... 8 50 |

Perfect, No. 1½ ..... 9 50 |

Perfect, No. 2 ..... 10 00 |

New Milo, flexible, doz. .... 6 50

Steel King Hangers, doz. sets ..... 6 40 |

Storm King and safe-ty hangers, doz. .... 6 50

Steelall ..... 9 00 |

Storm King rail .... 4 70

Crown ..... 4 85 |

Crescent ..... 7 25 |

Sovereign ..... 6 50 |

Steel track, 1 x 3-16 in. (100 ft.) ..... \$ 3 25 |

Steel track, 1½ in. .... 6 00

**HATCHETS.** Samson Samson

Per doz. Shingle Claw

No. 1 ..... 7 20 |

No. 2 ..... 7 80 |

**HINGES, TEE AND STRAP**

Net Prices.

Heavy Strap Tee

4-inch ..... \$3 00 |

5-inch ..... 3 70 |

6-inch ..... 4 00 |

8-inch ..... 5 40 |

10-inch ..... 9 60 |

12-inch ..... 11 90 |

14-inch ..... 13 60 |

16-inch ..... 14 40 |

Net Prices.

Subject to discount of 40 per cent. off list.

Light.

3 in., doz. prs. .... 1 00 1 00

4 in., doz. prs. .... 1 20 1 10

5 in., doz. prs. .... 1 40 1 30

6 in., doz. prs. .... 1 70 1 50

8 in., doz. prs. .... 2 50 1 80

10 in., doz. prs. .... 3 50 2 40

Discount 40% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs. .... 6 00

Over 14 in., per 100 lbs. .... 5 25

Larger ..... 4 60 |

Extra hooks for above, %

in., per lb. .... 7

Extra hooks for above, %

in., per lb. .... 6½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$11; No. 50, \$30; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$22.20.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., \$4.55 doz.

**HOOKS, CORN.**

Cyclone, doz. .... 2 40

Hoe, corn, doz. .... 5 40

**HOOKS, GRASS.** English

No. 2, per doz. .... 2 15 2 75

No. 3, per doz. .... 2 25 3 20

No. 4, per doz. .... 2 35 3 60

No. 5, per doz. .... 2 55

**HORSESHOES**

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-1, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. .... 0 12

Corrugated, ¾ in., ft. .... 0 16

Corrugated, 1 in., ft. .... 0 22

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60, 10%.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

Montreal Toronto

Angles ..... base 2 50 3 50 |

Common bar, per 100 lbs. .... 3 00 2 90

Refined iron, per 100 lbs. .... 3 05 3 50

Horseshoe iron, per 100 lbs. .... 3 45 3 50

Norway iron ..... 7 25 6 00 |

Mild steel ..... 3 30 3 25 |

Band steel ..... 3 30 3 50 |

Sleigh shoe steel. .... 3 30 2 25

Domestic ..... 3 30 3 25 |

Reelected machinery steel ..... 4 50 4 50 |

Tire steel ..... 3 50 3 50 |

Toe calk steel .... 4 20 4 25

Mining tool steel, per lb. .... 0 11½ 0 12

Camell Laird, lb. .... 0 20

Sheet, cast steel, lb. 0 20 0 20

Black Diamond tool steel, per lb. .... 0 12 0 11

Silver tool steel, lb. 0 17¼ 0 18½

Spring steel ..... 4 60 4 50 |

**IRON, TINNED.**

72x30 up to 24 gauge, case lots ..... 14 25 |

72x30, 26 gauge, case lots. 14 75

Less than case, 25c per 100 lbs. extra.

**IRONS (SAD)**

Mrs. Potts, No. 55, polished, per set ..... 0 85 |

Mrs. Potts, No. 50, nickel-plated, per set ..... 0 90 |

Mrs. Potts, handles, japan- ned, per gross ..... 9 60 |

Sad irons, common, plain. .... 5 00

Sad irons, common, plated. .... 5 50

Princess Electric, each .... 2 75

Ideal Electric, each .... 2 50

Canadian Beauty ..... 2 50 |

Gasoline Sad Irons, each. .... 3 50

Ideal Gasoline, each .... 3 15

Dover Electric, net .... 3 00

No. 70, Dover, per doz. .... 19 20

**LADDERS, ETC.**

(Step Ladders)

Shelf-lock ..... 14c ft. |

Ontario ..... 17c ft. |

Faultless ..... 21c ft. |

Mechanic ..... 26c ft. |

Hercules ..... 24c ft. |

Perfect ..... 22c ft. |

Faultless, extra heavy .... 26c ft.

Hercules, extra heavy .... 29c ft.

Mechanic, extra heavy. .... 31c ft.

Chair ladders, each .... \$2 00

B.T. Standard ..... 17c ft. |

B.T. Economy ..... 13c ft. |

B.T. Iron Bound, 4-9 ft. .... 25c ft.

B.T. Iron Bound, 10-14 ft. .... 30c ft.

B.T. Iron Bound, 15-16 ft. .... 40c ft.

B.T. Iron Bound, 17-20 ft. .... 50c ft.

Crescent ..... 16c ft. |

Household ..... 12c ft. |

Standard ..... 19c ft. |

Electrician ..... 25c ft. |

Heavy duty ..... 45c ft. |

Extension ..... 23c ft. |

Common and Roped Extension.

Up to 32 ft. .... 16c ft.

Up to 36 ft. .... 18c ft.

40 to 44 ft. .... 19c ft.

48 to 52 ft. .... 24c ft.

56 to 60 ft. .... 29c ft.

Single and Fruit Picking.

10 ft. to 16 ft. .... 12c ft.

18 ft. to 22 ft. .... 13c ft.

**LANTERNS** Per doz.

Cold Blast, doz. .... \$ 8 00

Short Globe, doz. .... 8 00

Jumbo, doz. .... 9 25

Jap'd Dash, doz. .... 10 75

Search Dash, doz. .... 11 25





COME TO HEADQUARTERS FOR  
**DRY COLORS**  
*MADE IN CANADA*

**REDS  
YELLOWS  
GREENS  
BLUES**

THESE C.P. COLORS ARE  
SPECIALLY NOTED, FOR  
THEIR PURITY,  
STRENGTH, FINENESS OF  
GRINDING AND PER-  
MANENCE.

*Write Us for Samples and Prices*

**The Canada Paint Co., Limited**

572 William Street, Montreal  
112 Sutherland Avenue, Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



**NAILS**

Standard steel wire nails.  
Toronto, \$3.50 base; Montreal,  
\$3.85 base; London, \$3.80 base;  
Collingwood and Owen Sound,  
\$2.85 base.  
Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 15 p.c.  
Pressed spikes,  $\frac{1}{2}$  diameter,  
per 100 lbs., \$3.90, Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process  
Prices per  
Size Length 25-lb. box  
No. 3, 1 $\frac{1}{2}$ -inch ..... \$4 10  
No. 4, 1 $\frac{1}{2}$ -inch ..... 3 80  
No. 5, 1 $\frac{1}{2}$ -inch ..... 3 25  
No. 6, 2 $\frac{1}{2}$  ..... 3 00  
No. 7, 2 $\frac{1}{2}$ -inch ..... 2 85  
No. 8, 2 $\frac{1}{2}$  ..... 2 75  
No. 9, 2 $\frac{1}{2}$ -inch ..... 2 65  
No. 10, 2 $\frac{1}{2}$  ..... 2 55  
No. 11, 3 $\frac{1}{2}$ -inch ..... 2 45  
No. 12, 3 $\frac{1}{2}$  ..... 2 48  
London, Hamilton, Montreal,  
Toronto.  
Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.  
Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

Per rod  
Invincible, 1640 ..... 0 68  
Invincible, 1848 ..... 0 72  
Invincible, 2060 ..... 0 83  
Put up in 10, 20 and 30-rod rolls  
**OAKUM** Per 100 lbs.  
Best (American) ..... 19 25  
U.S. Navy (American) ..... 18 50  
New hemp (English) ..... 15 00  
U.S. Navy (English) ..... 13 00  
Plumbers (spun) ..... 7 50

**OIL**

Montreal Toronto  
Can. prime white  
petrol ..... 0 14 0 13 $\frac{1}{2}$   
Royalite ..... 0 14 0 13 $\frac{1}{2}$   
Palatine ..... 0 17 $\frac{1}{2}$  0 17  
Castor Oil, per lb. .... 0 45 0 25  
Black Oil (Summer) ..... 0 14 $\frac{1}{2}$  0 12 $\frac{1}{2}$   
Black Oil (Winter) ..... 0 12 $\frac{1}{2}$  0 13 $\frac{1}{2}$   
Cylinder Green ..... 0 35 0 35  
Paraffine ..... 0 24 0 22  
XXX Machine ..... 0 25 $\frac{1}{2}$  0 21

**OLD MATERIALS**

Tea lead, pack, 5 $\frac{1}{2}$ c lb.  
Tea lead, chest, 5 $\frac{1}{2}$ c lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15 $\frac{1}{2}$ c lb.  
Brass, light, 11 $\frac{1}{2}$ c lb.  
Zinc, heavy, 11c lb.  
Copper, heavy, 19 $\frac{1}{2}$ c lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15c lb.  
Compos. turnings, No. 1, 13c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4 $\frac{1}{2}$ c;  
bicycle tires, 2 $\frac{1}{2}$ c.

**PACKING** Per lb.  
Fine jute ..... 0 11 $\frac{1}{2}$   
Coarse jute ..... 0 09 $\frac{1}{2}$   
Square braided hemp ..... 0 25  
No. 1 Italian ..... 0 30  
No. 2 Italian ..... 0 23

**PAPER, ETC.**

Per 400 ft. roll.  
Paper, per roll ..... 0 95  
Resin sized Fibre, per roll ..... 0 55  
Tarred Fibre, No. 1 ..... 0 90  
Tarred Fibre, No. 2 ..... 0 51  
Tarred Fibre, Good Luck  
Brand ..... 0 71  
Dry Fibre, Good Luck  
Brand ..... 0 59  
O.K. Brand corded sheathing 0 95  
Sheathing, Shield Brand, dry 0 43  
Sheathing, Shield Brand,  
tarred ..... 0 51  
Sheathing (Surprise) ..... 0 43  
Dry fibre, No. 1 ..... 0 80  
Dry fibre, No. 2 ..... 0 43  
Sulphate, Black Cat, tarred. 0 80  
Sulphate, Black Cat, dry ..... 0 60  
Heavy dry straw ..... 2 05  
Heavy tarred straw ..... 2 05

Spruce sheathing ..... 3 00  
Carpet felt, 16 oz. .... 4 00  
Carpet felt, 20 oz. .... 3 50  
Tarred felt ..... 3 25  
Asbestos, Bldg., per 100 lbs. 4 50  
Heavy fibre, 32 ft. x 60 ft. 2 00  
Oiled waterproof building  
paper, 600 sq. ft. roll ..... 1 05

**ROOFING PAPER**

Cyclone, dry ..... 0 68  
Cyclone, tarred ..... 0 80  
Surprise sheeting ..... 0 43  
Heavy, dry ..... 2 15  
Heavy, tarred ..... 2 15

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37 $\frac{1}{2}$ %.

**PARERS**

Gen. Hudson, per doz ..... \$7 75  
Little Star, per doz ..... 6 50

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

Selected full count	Per case
5 gross, 4-in. (loose)	\$0 85
5 gross, 4 $\frac{1}{2}$ -in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

Buttweld	Per 100 feet	
	Black	Galv.
1 $\frac{1}{2}$ in.	3 00	4 50
2 in.	3 06	5 25
2 $\frac{1}{2}$ in.	3 91	5 57
3 in.	4 72	6 96
3 $\frac{1}{2}$ in.	6 97	10 29
4 in.	9 43	13 92
4 $\frac{1}{2}$ in.	11 28	16 64
5 in.	15 17	22 39
5 $\frac{1}{2}$ in.	23 99	35 39
6 in.	21 37	46 28
6 $\frac{1}{2}$ in.	37 72	55 66
7 in.	44 69	65 95

**Lapweld.**

2 in.	17 02	24 24
2 $\frac{1}{2}$ in.	25 16	36 56
3 in.	32 90	47 81
3 $\frac{1}{2}$ in.	39 56	57 50
4 in.	46 87	68 13
4 $\frac{1}{2}$ in.	57 15	83 19
5 in.	66 60	96 94
6 in.	86 40	125 50
7 in.	116 62	165 40
8 in. x 25 lbs. per ft.	122 50	173 80
8 in. x 25 lbs. per ft.	141 12	200 00
9 in.	169 05	239 50
10 in. x 32 lbs. per ft.	156 80	222 40
10 in. x 40 lbs. per ft.	201 88	286 30

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$12 net.  
Lead waste pipe, \$13 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl. .... 4 75  
Pine, green, per bbl. .... 5 25

**PLASTER**

Paris, per bbl., London ..... 2 25

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Burrton's, genuine, 37 $\frac{1}{2}$  to 40  
per cent.

**PLATES (BOILER)**

Montreal Toronto  
Plates,  $\frac{1}{4}$  to  $\frac{1}{2}$  inch,  
per 100 lbs. .... 4 50 4 50  
Heads, per 100 lbs. .... 4 75 4 70  
Tank plates, 3-16 in. 5 25 4 75

**PLUGS (METAL)**

Painted wall plugs, per  
1,000 ..... \$20 00  
Galv. wall plugs, per 1,000 ..... 23 00

**POLISH**

O-Cedar, 4 oz. bottles ..... \$2 00  
O-Cedar, 12-oz. bottles ..... 4 00  
O-Cedar, 1-qt. can ..... 10 00  
O-Cedar,  $\frac{1}{2}$ -gal. cans ..... 16 00  
O-Cedar, 1 gal. cans ..... 24 00

**PUMPS**

B.T. Pump, No. 1, net ..... \$ 3 96  
B.T. Pump, No. 2, net ..... 4 80  
B.T. Pump, No. 3, net ..... 7 20  
B.T. Pump, No. 4, net ..... 9 00  
B.T. Pump, No. 5, net ..... 9 60  
B.T. Pump, No. 6, net ..... 10 80  
B.T. Pump, No. 7, net ..... 15 00

**RIVETS AND BURS**

Iron rivets, blacked and tinned,  
37 $\frac{1}{2}$ %.  
Iron burrs, 37 $\frac{1}{2}$ %.  
Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.  
Extras on Copper Rivets,  $\frac{1}{2}$ -  
lb. packages, 1c per lb.;  $\frac{3}{4}$ -lb.  
pkgs., 2c lb.  
Coppered Rivets, net extras,  
2 $\frac{1}{2}$ c per lb.

**ROOFING**

	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 45
Asphalt roofing, 2 ply	1 85
Asphalt roofing, 3 ply	2 15
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per gal., in barrels	0 22
Roofing cans, per lb.	0 05
Roofing nails, per lb.	0 06 $\frac{1}{2}$
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Mont  
real.

**ROPE**

	lb.
Pure Manila basis	22 $\frac{1}{2}$
British Manila basis	18
African hemp basis	18
Sisal basis	15 $\frac{1}{2}$
Single lath yarn basis	15 $\frac{1}{2}$
Double lath yarn	16
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis  
prices (5% and larger), and are  
subject to usual advances for  
small sizes.

Cotton rope, 2-16 in.	0 29
$\frac{1}{4}$ in. and larger	0 28
Sisal Clothes Line, Per doz	
2 ply, 30 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

**SCALES.**

Imperial Standard ..... 25 p.c.  
Champion ..... 25 p.c.  
Steel weigh beams ..... 20 p.c.  
Gurney Standard ..... 25 p.c.  
Fairbanks Standard Scales. 25 p.c.

Crown Even Balance ..... 40 p.c.  
Richelleu Union Scale ..... 40 p.c.  
Dominion Plates Scales, ..... 40 p.c.

Net prices on Champion scales  
are as follows:

Champion, 4-lb., \$4.60, plus 20c  
for stamping. Champion 10-lb.,  
\$6, plus 30c for stamping. Cham-  
pion 240-lb., \$9, plus 50c for  
stamping. Champion 600-lb., \$25,  
plus \$1 for stamping. Champion  
1200-lb., \$30, plus \$1 for stamping.  
Champion 2000-lb., \$39, plus \$1  
for stamping. Champion 2000-lb.  
with drop lever, \$46, plus \$1 for  
stamping. Household, 10-lb., \$4,  
10c net extra for stamping; 25-  
lb., \$5.20, 30c net extra for stamp-  
ing.

Discount from list on above  
25 per cent.

**SCREWS (MACHINE)**

Flat head, iron, 27 $\frac{1}{2}$ %; flat and  
round head, brass, net; Fillister  
head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

Discounts off Standard List  
Wood, F. H., bright ..... 80  
Wood, R. H., bright ..... 75  
Wood, O. H., bright ..... 75  
Wood, F. H., brass ..... 47 $\frac{1}{2}$   
Wood, R. H., brass ..... 45  
Wood, O. H., brass ..... 45  
Wood, F. H., bronze ..... 40  
Wood, R. H., bronze ..... 37 $\frac{1}{2}$   
Drive screws ..... 65 10 10  
Set case hardened ..... 65 10  
Square cap ..... 65 10  
Hexagon cap ..... 60 19  
Bench, wood, per doz. ..... \$5 00  
Bench iron, per doz. ..... 4 75  
Cap screws, 55%; Set screws,  
60%.

**SHEETS (BLACK)**

	Montreal	Toronto
100 lbs.	100 lbs.	100 lbs.
10 gauge	4 60	4 80
12 gauge	4 70	4 90
14 gauge	4 45	4 35
16 gauge	4 50	4 45
18-20 gauge	4 05	3 70
22-24 gauge	4 00	3 85
26 gauge	4 05	3 90
28 gauge	4 10	4 00

**Re Gauges of Sheets.**

On account of it being practi-  
cally impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10 $\frac{1}{2}$   
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.
Galvanized Painted	
28 ga.	\$ 5.50
26 ga.	6.00
24 ga.	8.00
22 ga.	9.00
20 ga.	11.00
18 ga.	13.50

Above prices are subject to 1 $\frac{1}{2}$   
per cent. discount to dealers.

**Galvanized**

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets —  
10 $\frac{1}{2}$  oz., \$6.50; U.S. No. 28, \$6.20;  
U.S. No. 26, \$5.90; 22 and 24  
gauge, \$5.75; 18 and 20 gauge,  
\$5.85; 16-gauge, \$5.45; 14 gauge,  
\$5.30. F.o.b. Hamilton and Tor-  
onto.

Culbome Crown — 16-20 gauge,  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

Apollo Brand, Montreal Toronto  
14 gauge ..... 5 80 5 30  
16 gauge ..... 5 80 5 30  
18-20 gauge ..... 5 90 5 65  
22-24 gauge ..... 6 00 5 85  
26 gauge ..... 6 25 6 00  
28 gauge ..... 6 65 6 25  
10 $\frac{1}{2}$  ozs. .... 6 95 6 50  
Add 25c for less than case lots

**SHOVELS AND SPADES**

1st 2nd 4th  
Shovels, 1st, 40 and 12 $\frac{1}{2}$ %; 2nd,  
40 and 5%; 4th, 30%.  
Socket scoops, 1st, 40%; 4th, 35%.  
Rivet scoops, 37 $\frac{1}{2}$ %.



# WINDOW GLASS

Cold weather is coming.

Is your stock complete?

If not then give us a chance to show you what we mean when we say

**"AT YOUR SERVICE"**

**A. Ramsay & Son Co.**

Established 1842

TORONTO

MONTREAL

VANCOUVER

A good profit-maker for your Auto-Accessory Department.

## ADAMSON Vulcanizers

FOR TUBES AND CASINGS.

The tire is repaired without deflating or removing it from the car.

**Absolutely automatic.** Place the patch—attach the vulcanizer, put in gasoline—light it. No further attention is required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it. **Over 500,000 in use.** Not a single one has failed to give pleasing results.

Saves 90% of "Tire Troubles."

### ADAMSON REPAIR GUM

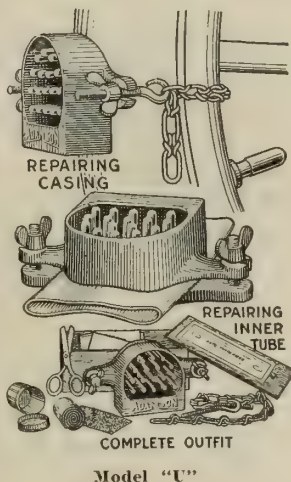
Essential in the operation of Adamson vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure.

No cement is necessary.

**THE ONLY VULCANIZER MADE IN CANADA**

Same discounts, same list prices as in U.S.

**ADAMSON MANUFACTURING CO.**  
67 Bay Street North, HAMILTON, ONT.



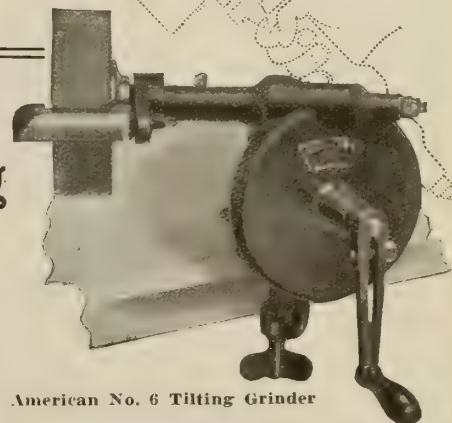
## IMMEDIATE DELIVERIES

ON

### American Self-Oiling Grinders

We recommend these grinders to the trade as the most attractive and highest grade grinding machines on the market.

AND THEY  
COST NO  
MORE THAN  
ORDINARY  
GRINDERS.



American No. 6 Tilting Grinder

### SICKLE GRINDERS TOOL GRINDERS POWER GRINDERS

ORDER from your jobber. If he does not handle, write direct to factory.

**AMERICAN GRINDER MFG. CO.**  
MILWAUKEE, WIS.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta. EASTERN CANADA AGENTS: John M. Graham & Co., 113 Chambers Street, New York City

*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40, 12½%, and 4th, 20%.  
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.  
**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24, \$3.65; 18x30, \$4.  
**SNAPS** Harness, 25 per cent.  
**SOLDER** Montreal Toronto  
See weekly report.  
**SOLDERING COPERS.**  
Base, per lb., 52 cents.  
**SOLDER, BAR**  
Guaranteed ..... 0 27½  
Strictly ..... 0 25½  
Commercial ..... 0 24

**SOLDER, WIPING**  
Star extra ..... 0 25½  
Easy ..... 0 23½  
Acme ..... 0 23  
**SPELTER.** See weekly report.  
**SPOUTS**  
Warner Malleable Winged  
Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.  
Montreal, Toronto and London  
Fence staples, galv., in kegs 4 90  
Fence staples, galv., 25 lb. boxes ..... 5 15  
Fence staples, bright, in kegs ..... 4 05  
Fence staples, bright, in 25-lb. boxes ..... 4 30  
Poultry netting staples, 100 lb. kegs ..... 12 00  
Galvanized discount 40 and 5%; bright, deduct \$1.10 from galvanized net. Extras, 50 lb. kegs, 20c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

**STUFFERS**  
Enterprise No. 25, each.... 6 25  
No. 25, each.... 8 50

**SWEEPERS, CARPET** Bissell's  
Boudoir ..... 31 00  
Champion Nic. .... 25 00  
Champion Jap. .... 23 00  
Univ. Jap., cyco bearing... 26 00  
Univ. N.P., cyco bearing... 29 00  
Grand Rapid, Japd., ball-bearing ..... 28 00  
Grand Rapid, N.P., ball-bearing ..... 31 00  
Princess, N.P., ball-bearing. 32 00  
Elite, ball-bearing ..... 36 00  
Am. Queen, N.P., bal-bear. 34 00  
Parlor Queen ..... 37 00

**SWEEPERS (Vacuum)**  
Grand Rapids Vac, doz....\$77 00  
Household Vac, doz.... 63 00  
Superba Vac, doz. .... 92 00

**SWINGS**  
Baby, 2-passenger, each...\$2 75  
Ontario, 2-passenger, each. 3 75  
Ontario, 4-passenger, each. 4 50  
Stratford, 4-passenger, each 6 00  
Boys Gliding Seats with awning, each .....13 50  
Without awning, each ..... 9 00

**TACKS**  
Strawberry box tacks, bulk; cheese box tacks, blue, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blue; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blue, in dozs. only; cut tacks, ¼ cut tacks, blue and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blue and tinned, bulk; Swedes gimp, blue, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks. Discount 75%.

**SAILS**  
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blue; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk). Discount 75%.

**CAPPED GOODS**  
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted

ed on application. Discount 75%.

**SHOE FINDERS' LIST**  
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

**TAPES—Lufkins**  
Ass skin, No. 713, 50 ft., doz. 2 15  
Ass skin, No. 714, 66 ft., doz. 3 80  
Linen, No. 404, 66 ft., each. 1 25  
Metallic, No. 603, 50 ft., ea. 1 60  
Challenge steel, No. 263, 50 ft., each ..... 3 45  
Reliable Jr., No. 103, 50 ft. 3 25

**THERMOMETERS**  
Incubator, doz. .... 5 40  
Dairy, dozen ..... 2 40—4 45

**TIES (METAL)**  
Galv., wall ties, per 1,000..\$5 00  
Painted wall ties, per 1,000.. 5 00

**TIES, COW**  
Open Ring, Closed Ring, 40 and 5 per cent.

3 Chain and 4 Chain, 40 and 5%.  
Stall Fixture Bars, 35%.  
Tie Out Chains, 70%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**  
Discount, 27½%.  
Plain, 66 2-3%.  
Re-tinned, 60 and 10%.

**TOOLS, HARVEST**  
Ordinary brands, 40%.  
Samson and Sovereign, 30 and 10%.

**TROUGH (EAVE)**  
G. G. Square bead and half round  
Size in girth Per 100 feet  
8 in. ....\$ 6 90  
10 in. .... 7 70  
12 in. .... 9 10  
15 in. .... 12 50  
18 in. .... 16 00  
Discount 45 and 2%.

**TRACK**  
B.T. Single Rail .....24c ft  
B.T. Double Angle .....22c ft.  
B.T. Double Tee .....20c ft.  
Discount off above, 40%.

**TRESTLES**  
6 ft., each \$1.50 14 ft., each \$4.20  
8 ft., each 2.00 16 ft., each 4.80  
10 ft., each 2.50 18 ft., each 5.40  
12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.  
650 ft., per lb. .... 0 13  
600 ft., per lb. .... 0 12  
550 ft., per lb. .... 0 10½  
500 ft., per lb. .... 0 09½  
5-ton lots, ¼c per lb. allowance.  
10-ton lots, ¼c per lb. allowance.  
Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.  
Montreal Toronto  
5-ply and up ..... 0 28½  
4-ply ..... 0 38  
3-ply ..... 0 34

**TUBES**  
Boiler Tubes, Lapwelded.  
100 ft., 2 in. .... 17 50  
100 ft., 2½ in. .... 23 00  
100 ft., 3 in. .... 27 00  
100 ft., 3½ in. .... 32 00  
100 ft., 4 in. .... 40 00

**TUBS**  
Samson Galvanized  
No. 1, doz., net ..... 13 20  
No. 2, doz., net ..... 15 60  
No. 3, doz., net ..... 17 40

Hercules  
No. 4 ..... 12 40  
No. 5 ..... 13 83  
No. 6 ..... 15 40

Common Galvanized  
No. 0, doz. .... 8 33  
No. 1, doz. .... 11 16  
No. 2, doz. .... 12 15  
No. 3, doz. .... 13 86

Per nest  
Nests of 3—0, 1 and 2 .....\$2 38  
Nests of 3—1, 2 and 3 ..... 2 05  
Nests of 4—0, 1, 2, and 3 ..... 2 95

**WOOD TUBS**  
No. 0, per doz. .... 11 00  
No. 1, per doz. .... 9 50  
No. 2, per doz. .... 8 00  
No. 3, per doz. .... 7 00  
Less 15 p.c. Ont., \$20.00 lots.

## VALVES, ETC.

Ground work, 56 p.c.  
Stand, compr. work, 65 p.c.  
High grade compr. work, 59 p.c.  
Cushion work, 50 p.c.  
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 52 p.c.; bath cocks, 64 p.c.  
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.  
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.  
J. M. T. Radiator Valves, 50 p.c.  
Standard, 57½%; patent quick opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**  
Copper boilers, kettles, 10%.  
Copper tea and coffee pots, 10%.  
Copper boiler and tea kettle pitted, plus 10%.

**WARE, JAPANNED**  
Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**  
Scotch grey, 65, 10%.  
White ware, 66 2-3%.  
White decorated, 12½%.  
Colonial, 50, 12½%.  
Premier, 40%.  
Hollow ware, tinned steel, 30% off.

Enameled street signs, on application.

**WARE, GALVANIZED.**  
Dufferin pattern pails, list.  
English pattern, list.  
Galvanized washtubs, list.  
Galvanized coal hods, plus 10%.  
Other lines, list.

**WARE, JAPANNED.**  
Japanned ware, 22½%.  
Japanned ware, white, 17½%.  
Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**  
Discount, 17½%.  
6, 10 and 14-qt. flaring pails, 17½%.  
Copper bottom tea kettles and boilers, list.

**WARE, STAMPED.** Plain 66 2-3%.  
Retinned, 60-10%.

Tinners' trimmings, plain, 66 2-3%.  
Tinners' trimmings, retinned, 60, 10%.

Tinners' trimmings, general, 27½%.  
**WASHERS, IRON.**  
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**  
Sectional, 1 lb., per 100 lbs. 2 25  
Sectional, ½ lb., per 100 lbs. 2 25  
Solid, 3 to 30 lbs., per cwt. 1 60  
**WEIGHTS.** Horse, 5c lb.

**WHEELBARROWS.**  
Navy, steel wheel, doz....31 25  
Gardner, steel wheel, doz....43 20  
Light garden, each ..... 2 50  
Heavy garden, L-side, each. 3 75  
Heavy farm, solid side, ea. 3 75

**WHIFFLETREES**  
Tubular steel, 28 ins. ....  
Tubular steel, 34 ins., per doz. ....  
Tubular steel, 36 ins., per doz. ....  
Tubular steel neckyokes, 26 inches, per doz. ....  
Tubular steel doubletrees, 40 inches, per doz. ....  
Tubular steel lumberman's, 44 inches, per doz. ....  
Prices temporarily withdrawn.

**WIRE.** Copper wire, 10%.  
Brass wire, 3 to 24 gauge, add 33 1-3%; 25 to 36 gauge, add 20%.

**WIRE, CUT HAY Baling.**  
No. 9, \$4.10; No. 10, \$4.15; No. 11, \$4.25; No. 12 and 13, \$4.35; No. 13½, \$4.45; No. 14, \$4.65; No. 15, \$4.85. Plus 7½%.

F.o.b. Toronto, Hamilton and Montreal.

**WIRE CLOTH (Galvanized)**  
4 mesh ..... 7 70  
6 mesh ..... 8 15

**WIRE, STOVE PIPE.**  
No. 18, \$5.50; No. 19, \$5.75.  
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

**WIRE CLOTHES LINE.**  
No. 17, \$6; No. 18, \$4.55; No. 19, \$4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

## WIRE, FINE STEEL.

Discounts 15 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$3; Nos. 26-31, \$5; Nos. 32-34, \$7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

**WIRE, HAY, IN COILS.**  
Montreal, No. 13, \$4.05; No. 14, \$4.10; No. 15, \$4.20.

**WIRE, SMOOTH STEEL.**  
No. 0-9 gauge, \$4.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, \$1.

**WIRE CLOTH.**  
Painted screen, in 100-ft. rolls, \$2.25 net 100 sq. ft.; in 50-ft. rolls, \$2.30 per 100 sq. ft.  
Bronze screen, 12c sq. ft.  
Cut lengths, 13c sq. ft.

**WIRE (FENCE)** Toronto & London Montreal  
Barb ..... 4 25 3 95  
No. 9, coil spring. 3 95 3 95  
No. 9, plain galv. 3 90 3 70  
No. 12, plain galv. 4 05 3 85  
No. 13, plain galv. 4 15 3 95  
O. & A., No. 10 ..... 4 41 4 41  
O. & A., No. 11 ..... 4 47 4 46  
O. & A., No. 12 ..... 4 55 4 55

**WIRE BALE TIES.**  
Single Loop— Per cwt  
No. 12 .....\$ 4 55  
No. 13 ..... 4 65  
No. 13½ ..... 4 70  
No. 14 ..... 4 80  
No. 15 ..... 5 00  
No. 16 ..... 5 25

**WRINGERS.**  
Royal Can., 11 in., doz. list.\$ 84 50  
Eze, 13 in., per doz. .... 91 80  
Trojan, 12 inch ..... 185 00  
Favorite, 511E ..... 105 80  
Unexcelled, 1041E ..... 129 40  
Easy Work ..... 90 50  
Challenge, 2111E ..... 94 30  
Gem, 141E ..... 91 80  
Sunlight, 111 ..... 82 80  
Ottawa, 341E ..... 103 30  
Empire, 11 in. .... 93 80  
Superior, 11 in. .... 84 80  
Majestic, 11 in. .... 88 00  
Perfect, 11 in. .... 97 50  
Bicycle, 11 in. .... 103 30  
Daisy No. 2 .....  
Daisy No. 1 .....  
Maple Leaf No. 2 .....  
Maple Leaf No. 1 .....  
Sun .....  
Safety ..... 97 50  
Rapid ..... 82 80  
Universal ..... 63 00  
Eureka, 10" ..... 65 00  
Eureka, 11" ..... 71 00  
Eclipse ..... 97 70

Discount off above list.  
Prices—50%  
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

**WRENCHES.**  
Regular, 65%.  
Trim. 57½% off list; parts, 55%.  
Stillson, 65%; parts, 62½%.  
Coes, 20%.

**WRINGERS—MOP.**  
White, No. 1, each ..... 1 35  
**ZINC (SHEET)** Montreal Toronto  
5 cwt. casks ..... 0 25  
White, No. 2, each .....\$1 60  
White, No. 3, each ..... 1 25  
Part cask ..... 0 25½



*Be Sure to Order Your  
Dry Colors by Name*



**REDS  
GREENS  
YELLOWS  
BLUES  
PARIS  
GREEN**

**The Allan Munro Color Co., Limited, Montreal**

**BOLTS**

We have a large  
stock of high grade Carriage  
and Machine Bolts and Coach Screws  
and Rivets, Nuts and Washers.  
All orders filled and shipped  
promptly

**London Bolt & Hinge Works**  
London Canada

**"What ruined your  
business?"**

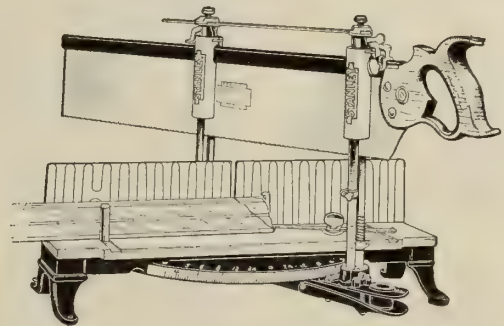
**"Advertising."**

**"How?"**

**"I let it all be done  
by my competitors."**

*—Boston Transcript*

**Stanley  
Tools**



## Stanley Mitre Boxes

Every mechanic that visits your store would be  
interested in a STANLEY MITRE BOX.

They are strong, durable and accurate, and  
have a number of striking features that appeal  
to those who handle tools.

*Special circular upon request.*

**STANLEY RULE & LEVEL CO.  
NEW BRITAIN, CONN. U.S.A.**

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.80 per 100 lbs.; 5 lb. packages, \$6.60 per 100 lbs.

## BEESWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Montreal Toronto  
Per lb. 0 14 0 16  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 .....\$1 30  
Banana oil, gal. .... 3 75

## BRUSHES

Weighted, 15 lbs., doz. ....\$16 13  
Weighted, 20 lbs., doz. .... 18 50

## COATING

Cement Coating .....\$2 55 2 40

## COLORS (DRY)

Raw Umber, 100 lb. kegs. 5-12c  
Burnt Umber, 100 lbs. 5-12c  
Raw Sienna, 100 lb. kegs. 5-12c  
Burnt Sienna, 100 lb. kegs. 5-12c  
Imp. green, 100 lb. kegs. 0 22  
Chrome green, pure ..... 0 35  
Chrome yellow ..... 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. kegs. 0 12  
Indian red, No. 1, 100 lb. k. 0 05  
Venetian red, best bright. 0 04  
Venetian red, No. 1 ..... 0 02  
Drop black, pure dry. .... 0 25  
Golden ochre, 100 lb. kegs. 0 06  
White ochre, 100 lb. kegs. 0 03  
White ochre, barrels ..... 0 02½  
Yellow ochre, barrels ..... 0 02¾  
Spruce ochre, 100 lb. kegs. 0 03½  
Canadian red oxide, bbls. 0 01½  
Super magnetic red ..... 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure ..... 0 13  
Indian red ..... 0 18  
Chrome yellow, pure ..... 30-35  
Golden ochre, pure ..... 0 18  
French spruce ochre, pure 0 15  
Chrome green, pure ..... 15-22  
French permanent green, pure ..... 0 20  
Signwriters' black, pure. 0 24  
Marine black, 25-lb. irons 0 07  
Lampblack ..... 0 21

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel ..... 4 50  
Anchor Floorlustrer ..... 2 10  
O.P.W. Sunshine White ..... 4 00  
Old Dutch Enamel ..... 4 00  
Jas-per-lac floor enamel. 1 00  
Jas-per-lac art enamel ..... 3 10  
Martin's Enamel ..... 4 25  
Moore's Enamel ..... 4 35

## FILLER

Luxberry Enamel .....\$5 00  
Screen Enamel. BB ..... 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. .... 0 15½  
\$1.10 for demi-john extra.

## GLUE

Per lb.  
French mædal ..... 0 20  
English common sheet .....  
English prima ..... 0 25  
White pigfoot ..... 0 23¾  
Perfection amber, ground, No. 1230 ..... 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags ..... 0 35  
Gelatine, 112 lb. bags ..... 0 45  
Ground glues, 112 lb. bags—  
No. 1 ..... 0 20  
Extra ..... 0 18  
Dreadnought, lb. .... 0 14½

## GLASS

### (TORONTO QUOTATIONS)

Size	United Inches	Star	Diamond
Under 25	.....	\$7 80	\$11 90
26 to 34	.....	8 15	12 85
35 to 40	.....	8 50	13 60
41 to 50	.....	11 75	15 50
51 to 60	.....	12 25	15 85
61 to 70	.....	13 10	16 80
71 to 80	.....	14 75	18 35
81 to 84	.....	22 75	24 35
85 to 90	.....	24 35	25 00
91 to 94	.....	25 00	29 00
95 to 100	.....	29 00	32 00
101 to 105	.....	32 00	

106 to 110 ..... 37 00  
Discount, 25 per cent.; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price  
United Inches Star Diamond  
Up to 25 .....\$7 80 \$11 90  
26 to 34 ..... 8 15 12 85  
35 to 40 ..... 8 50 13 60  
41 to 50 ..... 11 75 15 50  
51 to 60 ..... 12 25 15 85  
61 to 70 ..... 13 10 16 80  
71 to 80 ..... 14 75 18 35  
81 to 85 ..... 22 35  
86 to 90 ..... 24 35  
91 to 95 ..... 25 00  
96 to 101 ..... 29 00  
101 to 105 ..... 32 00  
106 to 110 ..... 37 00  
Discount, 20 and 5 per cent.

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off Toronto.  
Country discount, 20 and 5% off list, delivered.  
F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots  
Montreal Toronto

"Anchor Pure" .....\$13 30 \$13 45  
O.P.W. Decorators' Pure ..... 13 30 13 45  
Crown and Anchor. 13 30 13 45  
Crown Diamond Pure ..... 13 30 12 45  
Elephant Genuine. 13 60 13 75  
Green Seal ..... 13 30 13 45  
Moore's Pure White Lead ..... 13 30 13 45  
O.P.W. Decorators Pure ..... 13 30 13 45  
O.P.W. English ..... 12 75 13 70  
Painters' Perfect. 12 85 13 00  
Ramsay's Pure Lead ..... 13 30 13 45  
Tiger Pure ..... 13 30 13 45  
Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine, \$15 Montreal and \$15.15 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, \$17 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)  
Genuine, 560-pound casks, per cwt. 13 50 13 50  
Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½  
Less quantity ..... 0 13

LEAD, ARSENATE OF  
Per 100 lbs. Dry Paste  
1-lb. bottles .....\$35 00 \$21 00  
2-lb. bottles ..... 18 00  
5-lb. bottles ..... 31 00 14 00  
10-lb. bottles ..... 29 00  
25-lb. irons ..... 25 50 13 00  
50-lb. irons ..... 12 50  
100-lb. irons ..... 24 00 11 75  
200-lb. irons ..... 11 60  
Barrels ..... 11 00  
F.o.b. Toronto, Montreal and Hamilton.

MURESCO  
Tints in 5 lb. packages, per 100 lbs., \$5.40

LINSEED OIL  
For prices see weekly report.

PAINTS, PREPARED  
Per gallon (in quarts)

Brandram-Henderson's "English" white ..... 2 65  
"English," ordinary colors. 2 50  
Benjamin Moore's "Egyptian" Brand ..... 1 80  
Canada Paint Co.'s Pure. 2 65  
Crown Diamond ..... 2 35  
Crown Diamond, floor. 2 00  
Elephant ..... 2 35  
Frescotone, white ..... 2 50  
Frescotone, colors ..... 2 40

Jameson's Crown and Anchor ..... 2 00  
Jamieson's Island City ..... 2 05  
Martin-Senour 100% Pure. 2 50  
Minerva, white ..... 2 55  
Minerva, ordinary colors. 2 40  
Moore House Colors ..... 2 10  
O.P.W. Canada Brand, Pure 2 20  
O.P.W. Canada Brand, Floor 2 10  
O.P.W. Canada Brand, Flat Wall ..... 2 10  
Ramsay's Pure ..... 2 30  
Ramsay's Thistle ..... 1 70  
Stephens' House Paint, (Wpg.) ..... 2 55  
Stephens' Floor Paint (Wpg.) ..... 2 25  
Senour's Floor Paint ..... 2 20  
Senour's Porch Paint ..... 2 50  
Sherwin-Williams ..... 2 50  
Flat tone ..... 2 40

PARIS GREEN Mun. C.P. Ber- ro's Co. gers  
600-lb. bbls. .... 42¾ 38¾ 39¾  
250-lb. kegs ..... 43 39 39¾  
100-lb. drums ..... 44 40 40¾  
50-lb. drums ..... 44 40 40¾  
25-lb. drums ..... 44¼ 40¼ 41  
1-lb. 100s, pkgs. .... 46¼ 42¼ 43  
½-lb. 100s ..... 48¾ 44¾ 45  
1-lb. 100s, tins. .... 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER  
Per bbl. ....\$2.25-\$2.50

PRIMER  
Luxberry Primer ..... 2 25

FASTE WOOD FILLER  
Pound  
1 lb. cans ..... 0 11  
2 lb. cans ..... 0 11  
5 lb. cans ..... 0 09  
10 lb. cans ..... 0 08½  
25 lb. cans ..... 0 08  
100 lb. kegs ..... 0 07  
½ Barrels ..... 0 06½  
Barrels ..... 0 06

PUTTY  
Standard  
Montreal Toronto  
Bulk, in casks ..... 2 70 2 80  
Bulk, 100-lb. drums 2 90 3 00  
Bulk, 25-lb. drums. 3 00 3 10  
Bladders, in bbls. 3 30 3 40  
Pure Putty, 70c cwt. advance

SHELLAC  
Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)  
Half pint tins, per doz. .... 0 65  
Pint tins, per doz. .... 1 10  
London, pints, 85c doz.

PAINT AND VARNISH REMOVER  
Taxite, 1 gal. cans ..... 2 10  
Cumoff ..... 2 10  
Dreadnought, gal. .... 2 75  
O.P.W. Presto ..... 2 25  
Lingerwett ..... 2 65

TURPENTINE  
Montreal Toronto  
See weekly report for prices.

SLATING  
Gal.  
Liquid Slating, B.B. ....\$3 00

STAINS  
Gal.  
Oil and Spirit, Berry Bros. \$2 73  
Water Stains, Berry Bros. 1 05  
Berrycraft, stain finish. 2 80  
Creo-lac ..... 0 85  
C.P. Oil Stains ..... 1 98  
Sun Varnish Stains ..... 2 20

VARNISHES  
Per gal. cans  
Brandram-Henderson, Ltd., "Gold Medal" ..... 1 90  
Copaline Varnish ..... 2 50  
C. P. Co.'s Sun Varnish. 2 50  
Dependon Light Hard Oil Finish ..... 1 70  
Dulgloss ..... 3 00  
"Dreadnought" floor varnish 2 30  
"Dreadnought" spar varnish 2 30  
"Dreadnought" Varnish. 2 65  
"Dreadnought" varnish (gloss) ..... 1 90

"Dreadnought" varnish (eggshell) ..... 1 90  
"Dreadnought" hard oil finish ..... 1 20  
"Dreadnought" interior varnish ..... 1 20  
"Dreadnought" terebene dryer ..... 1 65  
"Dreadnought" bronzing liquid ..... 1 07  
Elastic Interior ..... 1 40  
Elastic Exterior ..... 1 55  
Elastic Excello ..... 2 00  
Everlastic (Floor) ..... 2 55  
Elastilite ..... 2 25  
"Flint-Lac" coach ..... 1 30  
Flatline Floor Finish ..... 3 00  
Gold sized Japan ..... 2 00  
House painter's White Jap. 1 85  
Jas-per-ite exterior finishing 2 25  
Jas-per-ite pale hard oil ..... 1 60  
Jas-per-ite floor finish ..... 2 25  
Kopi ..... 2 30  
Kyanize floor finish ..... 3 50  
Kyanize cabinet rubbing. 2 50  
Kyanize spar ..... 4 75  
Kyanize stains ..... 3 50  
Liquid granite ..... 2 80  
Luxberry light ..... 2 60  
Luxberry spar ..... 4 10  
Luxberry exterior ..... 4 50  
Marble-ite ..... 2 31  
Mar-Not ..... 2 70  
Martin-Senour finest inter. 2 60  
Martin-Senour Wood-Var. 2 30  
Maritime spar varnish. 4 00  
No. 1 Furniture Varnish ..... 1 25  
Pure White Shellac ..... 2 40  
Pure Orange Shellac ..... 2 25  
Sherwin-Williams "Kopal" Varnish ..... 2 75  
Stove-Pipe Varnish, ½ pints, gross ..... 9 00  
Sun Waterproof Floor Finish 2 75  
Sun-Spar Varnish ..... 4 00

WATER PAINTS  
Opalite, 300 lb. bbls ..... 0 12  
Opalite, 100 lb. kegs ..... 0 12½  
1 gal. package, per pkg. 0 65  
½ gal. package, per pkg. 0 35  
Coralite, 5-lb. pkgs. .... 0 04½

WASTE (POLISHING)  
Cream ..... 0 17

WASTE, WHITE WIPING  
XXX Extra ..... 0 16  
X Grand ..... 0 15  
XLCR ..... 0 14  
X Empire ..... 0 13  
X Press ..... 0 12

WASTE, COLORED WIPING  
Fancy ..... 0 11½  
Lion ..... 0 10½  
Standard ..... 0 09½  
Popular ..... 0 08½  
Keen ..... 0 07½

WASTE, WOOL PACKING  
Arrow ..... 20  
Axle ..... 16  
Anvil ..... 12  
Anchor ..... 10

WIPERS, WASHED COTTON  
Select White ..... 12  
Mixed Colored ..... 9  
Dark Colored ..... 8

This line subject to trade discount for quantity.

WAX  
Per lb.  
C. P. Floor Wax ..... 0 30  
Ronuk Floor Wax, lb. .... 0 35  
Berry. Bros. ..... 0 37  
Anchor ..... 0 33  
O.P.W. Lion Brand ..... 0 30  
Old English ..... 41-44c  
Johnsons ..... 41-44c  
Gold Medal ..... 0 30

WHITING  
Paris white ..... 1 90  
Plain, in bbls. .... 1 75  
Gilders, bolted, in bbls. 1 85  
Per 100 lbs.

WOOL ALCOHOL  
Per gal.  
In gallons ..... 1 25  
Barrels ..... 0 87  
\$4 extra for barrels.



Are You Selling

# UNIVERSH

***The One Varnish for All Uses***

It's a splendid varnish and will give the best results, no matter where it is used. Has good covering power and wears like iron.

***It Sells Quickly and Brings Repeats.***

***Write for Particulars.***

Manufactured only by

**The Dougall Varnish Co., Limited**

305 MANUFACTURERS STREET

MONTREAL

RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$15.25;  
chilled, \$16.75; buckshot, \$16.05;  
ball, \$16.45.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 15½¢.  
Norris, 41 to 56 lbs., 15¢; 57 to  
10 lbs., 13½¢; 71 to 83 lbs., 12½¢;  
84 lbs. and over, 12¢.

## AXES

H. B., 1 lb., \$7 per doz.; 1½  
lbs., \$7.40; 2 lbs., \$7.75; 2½ lbs.,  
\$8.50; 2¾ lbs., \$8.75; 3, 3½ and 4  
lbs., \$9.50; H. B. Handled Axes, 2  
lb., \$10; 2½ lb., \$10.75; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.50;  
lb. and 4 lb., \$11.75; Black Prince  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$30.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 60 and 10 p.c. off list.  
Leather  
Agricultural leather belting,  
66-2-3 p.c. off list.

Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c ad-  
vance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12c.

## BUILDING PAPER

Tarred, 75c to \$1.20 per roll,  
according to quality; plain, 55c  
to \$1.05.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEVISSES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60c per lb. Tinned, 47c; Braziers'  
soft copper, 10-24 ft., 26c; 27½¢.  
Soldering irons, 55c base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Ehvestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 33 1-3; Imperial, 50,  
2½; Premier, 33 1-3; Colonial, 50,  
2½; white, 60, 7½; diamond,  
33 1-3; pearl, 50, 2½ per cent.

## FINTURES

Star hollow ware, No. 3, \$1.  
Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs,  
18c lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.  
**FILES.** Nicholson's 57½ p.c.

**GALVANIZED WARE.**  
10% advance on net list, except  
heavy tubs and heavy pails,  
which are net list.

**GLASS, WINDOW** Single Double  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 25 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.  
Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.  
**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90. Apollo and

**IRON GALVANIZED** "Fleur

Premier de Lis"  
10½ oz. or 28 Eng... 7 25 7 25  
28 Am. or 26 Eng... 7 00 7 00  
26 Am. or 26 spec... 6 70 6 70  
24 ..... 6 30 6 30  
22 ..... 6 20 6 20  
18 and 20 ..... 6 00 6 00  
16 Am. .... 5 85 5 85  
14 Am. .... 5 85 5 85

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6c per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85c dozen, Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60c; B, per case 6 doz., \$4.10; per  
doz., 75c.

## LANTERNS

No. 2, plain ..... 8 25  
No. 20, X-ray ..... 12 00  
No. 22, Dash-board ..... 10 75  
Trulite, short globe, doz. .... 8 25

**LEAD PIPE,** \$13.40.

**LEAD WASTE,** \$14.40.

## LINSEED OIL

Raw, per gal., \$1; boiled, per  
gal., \$1.03.

These prices are for barrels.  
Less amounts 5c per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.

**NETTING.** Poultry, 40 per cent.

Banner Netting, 24 in., \$2.65;  
36 in., \$3.35; 48 in., \$3.90; 60 in.,  
\$4.65; 72 in., \$5.35.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.  
Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

	Tin	vanized
½ gal., dome top	\$2 75	\$...
1 gal., dome top	3 32	6 05
2 gal., dome top	5 17	9 35
5 gal., dome top	8 24	14 85

## OILS

"Buffolite," 20c; Ideal Thresher,  
35c; "B" Castor machine oil, 30c;  
Buffalo Engine gasoline, 32½¢;  
Buffalo "A" gas engine oil, 45c;  
Royal gasoline, 32c; Family  
Safety coal oil, 19½¢; "Engo-  
line" engine coal oil, 15\*¢; Sum-  
mer Black oil, 19c; Kelso engine  
oil, 45c; Silver Star oil, 16\*¢;  
Royalite oil, 17c; Standard gas  
engine oil, 42c; Prairie Harvester  
oil, 40c.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ in., \$6.25; ½ in., \$6.20; ¾  
in., \$6.75; 1 in., \$8.45; 1 1/8 in.,  
\$12.50; 1½ in., \$16; 1¾ in., \$20.25;  
2 in., \$27.20; 2½ in., \$43.05; 3 in.,  
\$56.30.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb.; less, 46½¢ lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.75; 8  
inch, \$5; full polish, 6-7 inch,  
\$5.75; 8 inch, \$6; Black sheets,  
\$4.90; 8 inch, \$5.15; Black sheets  
—23, \$5; 26, \$4.85; 18-24, \$4.75;  
16, \$5.35; 14, \$5.25; 12, \$5.35; 10,  
\$5.25.

**FLOW SHARES,** 10c per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PUTTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assorter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½¢ base; pure Manila,  
24c base; British Manila, 19c  
base; lath yarn, 16½¢ base; Afri-  
can hemp, 19c base; cotton rope,  
30c.

Tarred Marline Hanks, per  
lb., 31c.

## SASH BALANCES (Caldwell)

33 1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

## SHEET ZINC. Any lots, 30c.

Black Steel Sheets  
10 gauge ..... 5 00  
12 gauge ..... 5 10  
14 gauge ..... 5 00  
16 gauge ..... 5 10  
17-24 gauge ..... 4 50  
26 gauge ..... 4 10  
28 gauge ..... 4 15

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$3.90 at  
Fort William, \$4.30 Winnipeg;  
galvanized staples, \$4.70 Fort  
William, \$5.10 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$5.50; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$3.65.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1½  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

## TACKS. Carpet, 70-10% off list.

## TIES. Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58c per lb. Per Box  
20 x 28 I.C. .... \$13 50  
20 x 28 I.X. .... 15 00  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VICES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.  
Norris vises, 45 lbs. and under,  
\$7.50 each; over 45 lbs., 18c lb.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

Decorators' pure, ton lots,  
\$14.05; less than ton lots, \$14.35.

## WIRE, BARB

Lyman 4-point, \$3.40 f.o.b. Ft.  
William, \$3.65 Winnipeg; Glidden  
Cattle, 2 pt., \$3.25 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.20 Ft. William, \$3.45 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4; No. 12, \$4.20;  
Winnipeg, No. 9, \$4.30; No. 12,  
\$4.50; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls.  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Bale ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.  
Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0-9, \$4.65; 10, \$4.71; 11, \$4.77;  
12, \$4.85; 13, \$4.80; 14, \$4.90; 15,  
\$5; 16, \$5.20.

## WIRE (STOVEPIPE)

18 and 19 gauge, 7c per lb.

## WRINGERS

Royal Canadian, \$41 per doz.;  
Eze, \$44.50 per doz.; Bicycle,  
\$50.75 per doz.; Ajax, \$8.50 each.





## Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

## BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

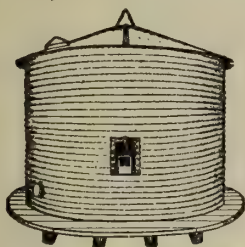
SEND FOR MONTHLY STOCK LIST.

**Manitoba Bridge & Iron Works,**  
WINNIPEG MANITOBA LIMITED



## Farm Specialties are Seasonable and Profitable

Right now your customers are enquiring about these very things. This business is waiting for you to make good your claims to it.



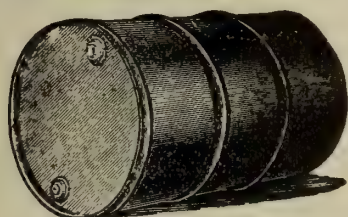
### PORTABLE CORRUGATED GRANARIES

The kind that have been proved by service in the field. This Granary will do in the field all that you claim for it and prove a profitable investment to your customers.

### STOCK TROUGHS Round End and Circular



The construction of this trough appeals to prospective buyers. Display one of these troughs and you will find an increasing trade develop.



### WELDED STEEL BARRELS Shipping—Storage—Half

You can sell the barrels and work up a nice trade in the Oils with repeat orders.

*This is the season for these lines. Show the goods and you will get the orders.  
Send for full information.*

**WINNIPEG CEILING & ROOFING CO., Limited**

The only Western Canadian makers of a complete line of Sheet Metal Goods

P.O. Box 3006

WINNIPEG, MAN.

*If interested, tear out this page and keep with letters to be answered.*





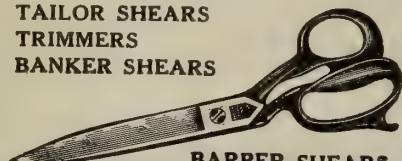
# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

HENRY F. SEYMOUR  
SHEARER  
NEW YORK

**SEYMOUR SHEARS**  
have been the  
Standard for over  
eighty years

TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS



BARBER SHEARS  
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER,  
Limited, New York  
A. MacFARLANE & CO., Montreal  
Canadian Agents.

## This may be your chance

An excellent opportunity may be awaiting you. Look at the Want Ad. page of this week's Hardware and Metal and see if it is mentioned there

## CROP PROSPECTS

Every business man is intensely interested in crop prospects in various parts of Canada. Your decision in many important business transactions during the next few months will hinge on the outlook for a big crop. The Financial Post has secured the services of F. M. Chapman, Editor of Farmer's Magazine, to give each week, on the front page of The Post, a general review of crop conditions in various parts of Canada.

We are endeavoring to make this the most reliable and up-to-date review of crop situation published in Canada.

The Financial Post is issued every Friday. Subscription price \$3.00 per year. \$1.50 for six months. Sample copy sent on request.

THE FINANCIAL POST OF CANADA

Published by

THE MACLEAN PUBLISHING CO., LTD.  
143-153 University Avenue, TORONTO

**Trulite**

The Original  
Short Globe  
Lantern.

Made only by

Ontario Lantern & Lamp Co.,  
HAMILTON, CANADA Limited

BEAR  
BRAND

**LAMP BLACKS**



A Germantown of quality  
that gets big business

WILCKES, MARTIN, WILCKES CO.  
135 WILLIAM ST. NEW YORK



Bath Room Fittings

and

Auto Accessories

are guaranteed.

KINZINGER, BRUCE & CO., LTD.  
Niagara Falls, Canada



**"CONDOR"**

—the name that means quality  
and service in lamps—more light,  
less current. A money-saver, a  
money-maker. Write

The Basters, Jackson Co.  
22 College Street, TORONTO

"BEST'S" No. 21 WEATHER STRIP



Double Felt  
and Zinc.

Write for Sam-  
ples and Prices

Best Weather  
Strip Co., Ltd.  
Hamilton  
Ont.

**OWL  
BABBITT  
METAL**

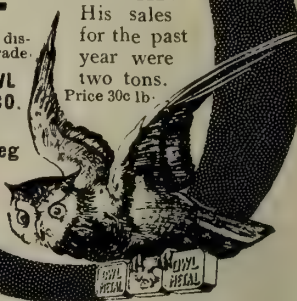
With difficulty  
we induced a  
customer to stock  
a few pounds of  
OWL METAL.

His sales  
for the past  
year were  
two tons.  
Price 30c lb.

Write for dis-  
count to trade.

THE OWL  
METAL CO.  
LTD.

Winnipeg



**HERCULES  
SASH CORD**



THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

## You Sell Something to Somebody

AND to that somebody you must make known — by advertising — what you sell, why it is good, and so on. Also, you must have a medium—a publication read by your customers or should-be customers.

All this you consent to without demur. What may perplex you a little is the Medium to employ.

This should not be a puzzle if your product or commodity is one purchased by the general public, and if your constituency of buyers is found everywhere in Canada.

The one medium of quality and of national circulation is

**MACLEAN'S  
MAGAZINE**

You can find no substitute for it at a lower cost, and none that will carry your proposals or announcement with greater acceptability.

The conclusion is plain.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited, 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.



## Autumn Brush Business

Every Autumn painters, wall-paper hangers and private persons are good brush-buyers, "fixing-up" for the Winter. And this Autumn the demand for brushes will be better than usual, since there was so much painting and paper-hanging left over from Spring to Autumn because of labor-shortage.

You can do the brush business of your community if you make buyers and prospects know the goodness of

### Meakins' Brushes

Demonstrate these brushes. Show buyers the bristles used and why one brush calls for bristles of one kind, arranged in a given way; and why another brush, for another use, calls for a different shape, and a different kind of bristle.

Show customers the different bindings—the whether ferule wire wrapping, or metal strip. Get your customer to handle the brush—feel its prise and smoothness of finish. Once you get this sort of attention a sale is easy and you've made a fast brush customer.

### Our Great Point is:

You can do right where you are a much larger brush business—this by giving brushes a larger prominence in your stock and a little more intelligent attention to the development of your brush trade.

We are ready to co-operate with you to get more brush business—to show you how

to do it. And always we want you to know that *Meakins-made* Brushes are the finest brushes possible to make.

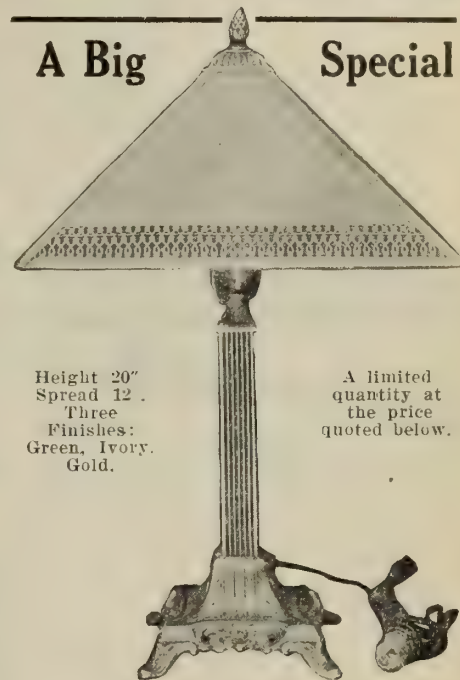
Brushes can be ordered through your jobber. But write us concerning how to build up a larger local demand.

**Meakins & Sons Limited**  
Hamilton, Ontario



## Electric Table Lamp

A Big Special



Height 20"  
Spread 12"  
Three  
Finishes:  
Green, Ivory,  
Gold.

A limited  
quantity at  
the price  
quoted below.

### Make This a Christmas Leader

It's a handsome lamp that sells at a popular price, netting a good round profit.

Price is \$4 each.

Place your order early



### Imitation HOLOPHANE SHADES

25 watt .....	\$1.75 doz.
40 watt .....	2.50 "
60 watt .....	3.50 "
100 watt .....	4.50 "

## Lyons & Marks

38 Yonge St. TORONTO

Wholesale Only

If interested, tear out this page and place with letters to be answered.



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

**BOLTS, RIVETS, WIRE & WIRE NAILS**  
*Quality Rite  
 Prices Rite*  
  
*Quick Service*  
**NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.**

**BRASS SIGNS**  
 Drop a card for prices and particulars  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
 HAMILTON, ONT.

**Convenience  
 Quickness  
 and Economy  
 that fill a  
 long felt want**



**THE  
 "CANNON  
 OILER"**

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

**R. E. BLOOMER  
 KEITHSBURG, ILL.**

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



**THE  
 STURDY  
 SIFTER**

The most perfect ash sifter on the market, sifts very quick, it having such a large sifting surface, made of expanded metal, edges double-seamed sheet iron, strong and light. Made by

**THE COLLINS MFG. CO.**  
 415 Symington Avenue, - Toronto

**MYERS TANK PUMPS  
 EASIEST TO OPERATE**

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



**F. E. Myers & Bro.**  
 Ashland, Ohio.


J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.  
 Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

**FOOD CHOPPERS**



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

**F. W. Lamplough & Co., Unity Bldg., Montreal**



**Hardwaremen**

You should stock a James Bros. Feed Cooker. Write for circular and prices to

**James Bros. Foundry  
 PERTH, ONT.**

**The PARMENTER BULLOCH CO., Ltd.  
 GANANOQUE, ONT.**

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



**THE HOE  
 OF ALL  
 HOES**

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil, and does the work in half the time, and better, easier and more satisfactory.

Sold to jobbers only.  
 Manufactured by  
**SCHOENER MFG. COMPANY**  
 St. Cloud, Minn.

Canadian Distributors:  
 Merrick-Anderson Co., Winnipeg, Man.



**OAKEY'S**

The original and only Genuine Preparation for cleaning Cutlery

**'WELLINGTON'**

**KNIFE POLISH**

**JOHN OAKEY & SONS Limited**  
*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

**NOVA SCOTIA STEEL  
 & COAL CO., Limited,  
 NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA  
 PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



<p>Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.</p>	<p><b>LET US QUOTE YOU</b></p>	<p><b>IRON AND STEEL HARDWARE TOOLS</b></p>	<p><b>WE SHIP PROMPTLY</b></p>	<p>Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.</p>
<p><b>WILKINSON AND KOMPASS</b> TORONTO HAMILTON WINNIPEG</p>				



**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

**THE  
BEST  
BRAND**

## WAGON AND CARRIAGE WOODS

BAR IRON AND STEEL—HORSE SHOES, NAILS AND CALKS  
IMPLEMENT REPAIRS—CRESCENT PLOWSHARES

**D. Ackland & Son, Limited, Winnipeg, Calgary**



## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN  
CANADA



It's a Pink any-  
way you take it,  
and it's the best  
Peavey made.

## Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

**TRY A CONDENSED AD. IN THIS PAPER.**

*If interested, tear out this page and keep with letters to be answered.*



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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract.

It is a service we give free, and it is printed solely for the convenience of our readers.

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Carborundum Co., Niagara Falls, N.Y.

## Aluminum

British Aluminium Co., Toronto.

## Aluminum Solder

British Aluminium Co., Toronto.  
Canada Metal Co., Ltd., Toronto, Ont.

## Aluminum Ware

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Mecca Specialties Co., Ltd., Toronto.

## Aluminum, Alloy, Ingot, Sheet, Wire

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The Thos. Davidson Mfg. Co., Ltd., Montreal.  
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The Stanley Wks., New Britain, Conn.  
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## Box Hinges and Locks

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The Stanley Works, New Britain, Conn.

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Steel Bending Brake Works, Chatham.

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Eley Bros., Ltd., London, Eng.  
Jas. Morrison Brass Mfg. Co., Toronto.  
Wm. Newman & Sons, Ltd., Birmingham, Eng.  
Tallman Brass & Metal Co., Hamilton.  
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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
Walter Woods & Co., Hamilton, Ont.

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Meakins & Sons, Ltd., Hamilton, Ont.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Port Elgin.  
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Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Hamilton.  
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Richards-Wilcox Canadian Co., Ltd., London, Ont.  
Stanley Rule & Level Co., New Britain.  
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Lewis Bros., Ltd., Montreal.  
Millers Falls Co., Millers Falls, Mass.  
National Machinery & Supply Co., Hamilton.  
Richards-Wilcox Canadian Co., Ltd., London, Ont.  
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McKinnon Chain Co., St. Catharines.

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The Andrew B. Hendryx Co., New Haven, Conn.  
McKinnon Chain Co., St. Catharines.

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Cummer-Dowswell, Ltd., Hamilton.

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## Clocks

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Meakins & Sons, Hamilton.  
Walter Woods & Co., Hamilton.

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McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Hamilton Cotton Co., Hamilton, Ont.

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Cummer-Dowswell, Ltd., Hamilton.

## Clothes Wringers

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.  
Cummer-Dowswell Co., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Walter Woods & Co., Hamilton.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Ottawa Paint Works, Toronto.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Ltd., Montreal.  
G. F. Stephens & Co., Winnipeg.



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**SPECIFY  
DOMINION BRAND**

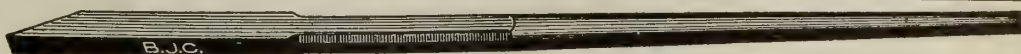
**J. H. McCOMB, LIMITED**

Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

**MONTREAL**

## CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL**

## CANADIAN ROLLING MILLS CO., LIMITED

**WORKS: LACHINE CANAL, MONTREAL**

**MANUFACTURERS OF**

**BAR IRON and STEEL: Rounds, Squares and Flats.**

**ALSO**

**Twisted Steel Bars for Reinforcing**

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**CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL**

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**H. W. BRYNE**  
Gen. Superintendent

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## SATISFACTION is the Secret of a Good Trade

Our line of saws meet the desires of the most particular people. It is the best possible product of human skill and long experience.

Each sale is productive of a splendid profit.

**R. H. SMITH COMPANY, LIMITED**  
Est. 1855

**ST. CATHARINES, ONT.**

You can talk across the continent for two cents per word with  
a **WANT AD.** in this paper.

*If interested, tear out this page and keep with letters to be answered.*



## CLASSIFIED LIST OF ADVERTISEMENTS

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The Stanley Works, New Britain.

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Assignees Agents, Limited, Toronto.

**Compasses**

Marble Arms & Mfg. Co., Gladstone, Mich.

**Conductor Pipe**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Coping Saws**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cord, Wire Picture**

The Andrew B. Hendryx Co., New Haven, Conn.

**Cordage**

Hamilton Cotton Co., Hamilton.

**Cornices, Metal**

Metallic Roofing Co., Toronto, Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Corrugated Fasteners**

The Stanley Works, New Britain.

The Steel Co. of Canada, Limited, Hamilton.

**Corrugated Iron**

Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

Wheeler & Bain, Toronto.

**Corrugated Aluminum**

The British Aluminum Co., Ltd., London, Eng.

**Cow Stalls and Stanchions****Bull and Calf Pens.**

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

**Cow Ties**

Greening, B., Wire Co., Hamilton.

McKinnon Chain Co., St. Catharines.

**Cranes, Hand Power**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Cranes, Overhead Travelling**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Crate Openers**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Crowbars**

B. J. Coghlin, Montreal.

**Culverts**

Pedlar People, Oshawa, Ont.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

**Cuspidors**

Thos. Davidson Mfg. Co., Montreal.

**Cutlery, Razors, Scissors, Etc.**

Acme Shear Co., Bridgeport, Conn.

Geo. Butler & Co., Ltd., Sheffield, Eng.

Canadian Wm. A. Rogers, Ltd., Toronto.

Caverhill, Learmont & Co., Montreal.

Crookes, Jonathan, & Son.

Geneva Cutlery Co., Geneva, N.Y.

Howland, H. S., Sons & Co., Toronto.

Hutton, Jas., & Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Marble Arms & Mfg. Co., Gladstone, Mich.

McGlashan, Clarke Co., Ltd., Niagara Falls.

Oneida Community, Ltd., Oneida, N.Y.

Geo. Wostenholm & Son, Sheffield, Eng.

**Cutting Pliers**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

**Derrieks**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Disinfectants**

Continental Oil Co., Winnipeg.

**Display Racks, Wire Cloth**

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**Door Bolts**

The Stanley Works, New Britain.

**Door Checks**

Wm. Newman & Sons, Birmingham.

**Door Hangers**

Canada Steel Goods Co., Hamilton.

Cushman Motor Works, Winnipeg, Man.

Myers, F. E., & Bro., Ashland, O.

Richard Wilcox Canadian Co., London, Ont.

The Stanley Works, New Britain.

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Chicago Spring Butt Co., Chicago, Ill.

Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Drills**

Pratt & Whitney Co., Dundas, Ont.

**Draw Pulls**

The Stanley Works, New Britain.

**Drills, Brick and Stone**

Whitman & Barnes Mfg. Co., St. Catharines.

**Dry Batteries**

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Canadian Carbon Co., Ltd., Toronto.

Interstate Electric Novelty Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

The Maytag Co., Ltd., Winnipeg.

Northern Electric Co., Ltd., Montreal.

**Eavestroughs**

Thos. Davidson Mfg. Co., Montreal.

Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain Co., Hamilton.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Elbows**

Thos. Davidson Mfg. Co., Montreal.

Metallic Roofing Co., Ltd., Toronto, Winnipeg.

Pedlar People, Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Electric Heating Specialties**

Landers, Frary & Clark, New Britain.

Renfrew Electric Co., Ltd., Renfrew.

**Electric Fixtures**

The Barton-Netting Co., Ltd., Windsor.

Jas. Morrison Brass Mfg. Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

Northern Electric Co., Ltd., Montreal.

Renfrew Electric Co., Ltd., Renfrew.

Tallman Brass & Metal Co., Hamilton.

**Electric Irons**

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Northern Electric Co., Ltd., Montreal.

Renfrew Electric Co., Ltd., Renfrew.

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John Oakey & Sons, Ltd., London, Eng.

**Emery Cloth**

John Oakey & Sons, Ltd., London, Eng.

G. F. Stephens & Co., Winnipeg.

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The Carbonum Co., Niagara Falls, N.Y.

**Emery Wheels**

American Grinder Mfg. Co., Milwaukee, Wis.

John Oakey & Sons, Ltd., London, Eng.

**Enamels**

W. B. Bate & Co., Toronto.

Berry Bros., Walkerville, Ont.

Canada Paint Co., Montreal.

Dougall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Montreal.

The Ottawa Paint Works, Toronto.

Pratt & Lambert, Bridgeburg, Ont.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Montreal.

G. F. Stephens & Co., Winnipeg.

**Enameled Ware**

Thos. Davidson Mfg. Co., Montreal.

**End Cutting Nippers**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Escutcheon Pins**

The Parmenter & Bulloch Co., Gananoque, Ont.

The Steel Co. of Canada, Ltd., Hamilton.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Farm Lighting Outfits**

Mainer Electric Co., Ltd., Winnipeg.

**Fanlight Gear**

Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Fasteners, Corrugated**

Stanley Works, New Britain, Conn.

**Fasteners, Storm, Sash**

and Screen Stanley Works, New Britain, Conn.

**Fencing, Farm, Poultry, Woven****Wire**

Banwell-Hoxie Wire Fence Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.

Frost Steel & Wire Co., Ltd., Hamilton.

MacGregor-Banwell Fence Co., Walkerville, Ont.

The Steel Co. of Canada, Ltd., Hamilton.

**Filters**

Darling Bros., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

**Figured Rolled Glass**

A. Ramsay & Son Co., Montreal.

**Files and Rasps**

Barnett Co., G. & H., Philadelphia.

Delta File Works, Philadelphia, Pa.

Henry Disston & Sons, Toronto.

Nicholson File Co., Port Hope.

Simonds Canada Saw Co., Ltd., Montreal.

**Firearms**

Harrington & Richardson Arms Co., Worcester, Mass.

Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone, Mich.

Remington Arms U.M.C. Co., Windsor.

**Fire Brick**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Fire Clay**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Fire Door Fixtures**

The Dennis Wire & Iron Works, London, Ont.

Pedlar People, Oshawa, Ont.

The Stanley Works, New Britain.

Richard Wilcox Can. Co., London.

**Fire Escapes**

The Dennis Wire & Iron Works, London, Ont.

Canada Wire & Iron Goods Co., Hamilton.

Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

**Fire Place Furnishings**

The Barton-Netting Co., Ltd., Windsor, Ont.

Canada Wire & Iron Goods Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.

**Fishing Tackle**

Andrew B. Hendryx Co.

Marble Arms & Mfg. Co., Gladstone, Mich.

**Flashlights, Electric**

Canadian Carbon Co., Ltd., Toronto.

Interstate Electric Novelty Co., Ltd., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

Northern Electric Co., Ltd., Montreal.

Wm. Newman & Sons, Ltd., Birmingham, Eng.

**Flint Paper**

John Oakey & Sons, Ltd., London, Eng.

**Food Choppers**

Landers, Frary & Clark, New Britain.

**Force Cups**

Canadian Consolidated Rubber Co., Montreal.

Gutta Percha & Rubber, Ltd., Toronto.

**Forgings**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

The Steel Co. of Canada, Ltd., Hamilton.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Funnels**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Furnaces, Hot Air**

Clare Bros. & Co., Ltd., Preston, Ont.

Findlay Bros. & Co., Ltd., Carleton Place, Ont.

**Gaffs, Fishing**

Marble Arms & Mfg. Co., Gladstone, Mich.

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Canada Metal Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.

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Dominion Sheet Metal Co., Hamilton.

John Lysaght, Ltd., Bristol, Newport and Montreal.

The Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Galvanized Steel Tanks**

Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Galvanized Ware**

Thos. Davidson Mfg. Co., Montreal.

H. S. Howland, Sons & Co., Toronto.

**Galvanized Wire**

Dominion Iron & Steel Co., Ltd., Sydney.

Frost Steel & Wire Co., Ltd., Hamilton.

The Steel Co. of Canada, Ltd., Hamilton.

The Western Wire & Nail Co., Ltd., London, Ont.

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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

**Garage Hardware**

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Frank Mossberg Co., Attleboro, Mass.

Richards-Wilcox Canadian Co., London, Ont.

The L. S. Starrett Co., Athol, Mass.

Trimont Mfg. Co., Roxbury, Mass.

The Stanley



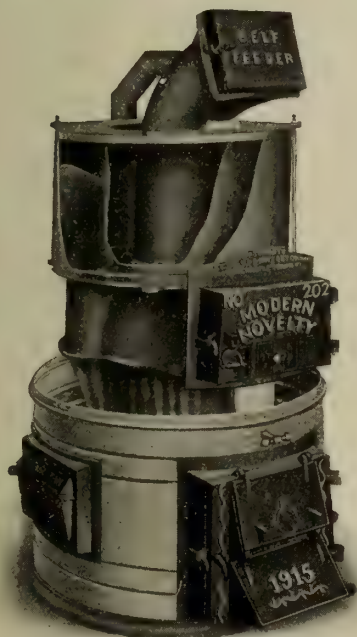
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Cushman Motor Wks., Ltd., Winnipeg.  
**Grinders, Tool and Sickle**  
American Grinder Mfg. Co., Milwaukee, Wis.

**Grinders, Power**

American Grinder Mfg. Co., Milwaukee, Wis.

**Grinding Compound**

The Carborundum Co.

**Guns**

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Harrington & Richardson Arms Co., Worcester, Mass.  
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.  
Marble Arms & Mfg. Co., Gladstone, Mich.  
Remington Arms-Union M. C. Co., Windsor, Ont.  
Ross Rifle Co., Quebec.

**Gun Implements and Oil**

Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saw Blades**

E. C. Atkins & Co., Hamilton, Ont.  
Henry Disston & Sons, Toronto.  
L. S. Starrett Co., Athol, Mass.  
Victor Saw Works, Hamilton, Ont.

**Hack Saw Frames**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Henry Disston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co., Ltd., Hamilton.

Victor Saw Works, Hamilton, Ont.

**Hack Saw Machines**

Victor Saw Works, Hamilton, Ont.

**Hame Fasteners**

Imperial Mfg. Co., Welland, Ont.

**Hammers**

Stanley Rule & Level Co., New Britain, Conn.

Whitman & Barnes Mfg. Co., St. Catharines.

**Handles**

Still, J. H., Mfg. Co., St. Thomas.

**Hand Hoists**

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Hand Lanterns**

Interstate Electric Novelty Co., Toronto.

Mainer Electric Co., Ltd., Winnipeg.

**Hand Screws**

National Machinery & Supply Co., Ltd., Hamilton.

**Hangers, Storm, Sash and Screen**  
The Stanley Works, New Britain.

**Hardware, Metal Window**

The Stanley Works, New Britain.

**Harvest Tools**

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Winnipeg, Ont.

H. S. Howland, Sons & Co., Toronto.

**Hay Unloading Tools**

Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

F. E. Myers & Bros., Ashland, Ohio.

**Hav Wire**

Frost Wire Fence Co., Ltd., Hamilton, Ont.

**Heating Drums**

Collins Mfg. Co., Toronto.

**Hinges**

Canada Steel Goods Co., Hamilton.

London Bolt & Hinge Works, London, Ont.

The Stanley Works, New Britain.

**Hinges, Spring**

Chicago Spring Butt Co., Chicago.

**Hockey Sticks**

Still, J. H., Mfg. Co., St. Thomas.

**Hoisting and Conveying Machinery**

Cushman Motor Wks., Ltd., Winnipeg.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

**Hollow Handle Tool Sets**

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Hooks**

The Stanley Works, New Britain.

The Steel Co. of Canada, Ltd., Hamilton.

**Hoops, Steel and Wire**

The Laidlaw Bale-Tie Co., Hamilton.

The Steel Co. of Canada, Ltd., Hamilton.

**Hooks, Conductor**

Metallic Roofing Co., Toronto and  
Winnipeg.

Wheeler & Bain, Toronto.

**Hooks, Moulding**

The Andrew B. Hendryx Co., New Haven, Conn.

**Hooks, Hat and Coat**

Laidlaw Bale-Tie Co., Hamilton, Ont.

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Hyslop Bros., Limited, Toronto.

**Horseshoes and Nails**

The Steel Co. of Canada, Ltd., Hamilton.

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Canadian Consolidated Rubber Co., Montreal.

Gutta Percha & Rubber Mfg. Co., Toronto.

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Canadian Consolidated Rubber Co., Montreal.

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Collins Mfg. Co., Toronto.

**Ice Cream Freezers**

Wm. Crane & Sons Co., Newmarket, Ont.

The Thos. Davidson Mfg. Co., Ltd., Montreal.

North Bros. Mfg. Co., Philadelphia.

North Bros. Mfg. Co., Philadelphia.

**Incubators**

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Cushman Motor Wks., Ltd., Winnipeg.

**Iron and Steel Bars**  
B. J. Coghlin, Montreal.

Dominion Iron and Steel Co., Ltd., Sydney.

London Rolling Mill Co., London.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

The Steel Co. of Canada, Ltd., Hamilton.

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The Steel Co. of Canada, Ltd., Hamilton.

**Iron Pumps**

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Winnipeg.

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**Ironing Boards**

McFarlane Ladder Works, Toronto.

Stratford Mfg. Co., Ltd., Stratford.

**Jacks, Auto**

Richards-Wilcox Canadian Co., London, Ont.

**Japans**

Berry Bros., Walkerville, Ont.

W. R. Bate & Co., Toronto.

Canada Paint Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

**Joist Hangers**

Manitoba Bridge & Iron Wks., Ltd.,  
Winnipeg, Man.

Richards-Wilcox Canadian Co., Ltd.,  
London, Ont.

**Kitchen Cabinets**

Stratford Mfg. Co., Ltd., Stratford,  
Ont.

**Knife Polish**

Jno. Oakey & Sons, Ltd., London,  
Eng.

**Knives, Hunting and Fishing**  
Geo. Butler & Co., Ltd., Sheffield,  
Eng.

Landers, Frary & Clark, New Britain,  
Conn.

Marble Arms & Mfg. Co., Gladstone,  
Mich.

Geo. Wostenholm & Sons, Sheffield,  
Eng.

**Knurling Tools**

Pratt & Whitney Co., Dundas, Ont.

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Beatty Bros., Ltd., Fergus, Ont.;  
Winnipeg, Man.

McFarlane Ladder Works, Toronto.

G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

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F. E. Myers & Bros., Ashland, Ohio.

Richards-Wilcox Canadian Co., London,  
Ont.

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Rarton Netting Co., Ltd., Windsor.

The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New York.

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Amalgamated Electric Co., Toronto.

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Mainer Electric Co., Ltd., Winnipeg.

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Canadian Carbon Co., Ltd., Toronto.

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Conn.

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Hamilton.

The Dennis Wire & Iron Works,  
London, Ont.

Frost Steel & Wire Co., Ltd., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

McGregor-Ranwell Fence Co., Walkerville, Ont.

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Whitman & Barnes Mfg. Co., St.  
Catharines.

**Lawn Seetees**

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Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

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Stratford Mfg. Co., Stratford, Ont.

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Hoyt Metal Co., Toronto.

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L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New  
Britain, Conn.

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Hamilton.

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Pink, Thos., & Co., Pembroke, Ont.

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Ont.

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Mich.

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Limited, Montreal, Que.

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Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,  
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Pratt & Whitney Co., Ltd., Dundas,  
Ont.

Stanley Rule & Level Co., New  
Britain, Conn.

L. S. Starrett Co., Athol, Mass.

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Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C. & Co., Montreal.

Nova Scotia Steel & Coal Co., New  
Glasgow, N.S.

The Stanley Works, New Britain.

Tallman Brass & Metal Co., Hamilton.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Hamilton.

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London, Ont.

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Metallic Roofing Co., Toronto and  
Winnipeg.

Peckar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,  
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Continental Oil Co., Winnipeg.

Oakey, John & Sons, London, Eng.

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Winnipeg.

Peckar People, Ltd., Oshawa.

Winnipeg Steel Granary & Culvert  
Co., Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

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Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New  
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**Motoreycles**

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**Mop Wringers**

White Mop Wringer Co., Fultonville,  
N.Y.

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port, Conn.

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Dominion Iron & Steel Co., Sydney,  
N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen  
Sound, Ont.

Roofers Supply Co., Ltd., Toronto.

The Steel Co. of Canada, Limited,  
Hamilton.

Parmenter & Bulloch Co., Gananoque.

**Nickel**

The International Nickel Co., New  
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N.S.

Continental Oil Co., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son, Montreal.

**Oilers**

Thos Davidson Mfg. Co., Montreal.

**Oil Cake**

Dominion Linseed Oil Co., Ltd.,  
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Carborundum Co., Niagara Falls, N.Y.

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Frost Steel & Wire Co., Ltd., Hamilton.



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**WANTED—A YOUNG MAN WITH EXPERIENCE** in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

**WANTED — ONE 31-INCH SQUARING shears**, one No. 4 stove pipe former, steel rolls; one No. 7 sheet iron folder, one No. 4 beading machine. All Brown, Boggs make, and must be in first-class condition. State lowest cash price. Box 306, Hardware and Metal, Toronto. (37)

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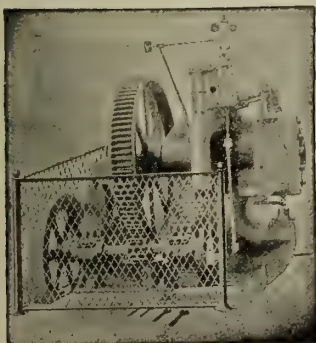
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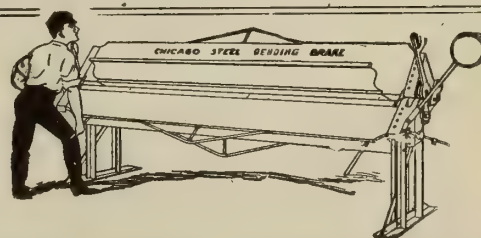
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<b>Wall Scrapers</b> Bridgeport Hdwe. Mfg. Corp., Bridge- port, Conn.	<b>White Lead</b> Brandram-Henderson Co., Montreal. Steel Co. of Canada, Ltd., Hamilton. G. F. Stephens & Co., Winnipeg.	<b>Wire Mats</b> Canada Wire & Iron Goods Mfg. Co., Hamilton. The Dennis Wire & Iron Works, London, Ont. B. Greening Wire Co., Ltd., Hamilton.	<b>Woven Wire Fencing</b> The Dennis Wire & Iron Works, London, Ont. Frost Wire Fence Co., Ltd., Hamil- ton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
<b>Wash Boards</b> Wm. Cane & Sons Co., Newmarket. Meakins & Sons, Hamilton. Walter Woods & Co., Hamilton.	<b>Wholesale Hardware</b> Caverhill, Learmont & Co., Montreal. H. S. Howland, Sons & Co., Montreal. Lewis Bros., Ltd., Montreal.	<b>Wire, Bright Annealed</b> Frost Steel & Wire Co., Ltd., Ham- ilton. Steel Co. of Canada, Ltd., Hamilton.	<b>Wrenches</b> Frank Mossberg Co., Attleboro, Mass. Trimont Mfg. Co., Roxbury, Mass. Whitman & Barnes Mfg. Co., St. Catharines.
<b>Washing Machines, Electric and Power</b> Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man. Cummer-Dowsell Ltd., Hamilton. The Maytag Co., Ltd., Winnipeg, Man. Nineteen Hundred Washer Co., To- ronto. One Minute Mfg. Co., Toronto.	<b>Winches</b> Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.	<b>Wire Goods</b> Canada Wire & Iron Goods Mfg. Co., Hamilton. McGregor-Banwell Fence Co., Walk- erville, Ont.	<b>Wringers</b> Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man. Cummer-Dowsell, Ltd., Hamilton, Ont. The Maytag Co., Ltd., Winnipeg. The Nineteen Hundred Washer Co. Toronto. Walter Woods & Co., Hamilton.
<b>Washing Machines, Hand</b> Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man. Cummer-Dowsell, Ltd., Hamilton. Mainer Electric Co., Ltd., Winnipeg. The Maytag Co., Ltd., Winnipeg, Man. Nineteen Hundred Washer Co., To- ronto.	<b>Window Guards</b> The Dennis Wire & Iron Works, London, Ont. B. Greening Wire Co., Ltd., Hamilton. Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.	<b>Wire Products</b> Canada Wire & Iron Goods Mfg. Co., Hamilton.	
<b>Wagon Jacks</b> Richards-Wilcox Canadian Co., Lon- don, Ont.	<b>Wire</b> The British Aluminum Co., Ltd., London, Eng. Colonial Wire & Mfg. Co., Ltd., Montreal. Dominion Iron & Steel Co., Ltd., Sydney, C.B. Frost Steel & Wire Co., Ltd., Ham- ilton. B. Greening Wire Co., Hamilton. The Laidlaw Bale-Tie Co., Ltd., Ham- ilton.		



## *Straight Talk, No. 47*

# A Suggestion from the Island Province

*Summerside, P.E.I., Aug. 29, 1916.*

*Gentlemen,—*

*Please send us a copy of your August 19th issue Hardware and Metal. We file each copy as it comes in, but do not seem to have that copy on our files.*

*Yours truly,  
BRACE, McKAY & CO., LIMITED*

There is a splendid idea which every subscriber of Hardware and Metal would do well to adopt.

How often have you wished to refer back to something that you remembered having seen in Hardware and Metal? Very many times, no doubt, and if you had systematically filed each copy after reading it, you would have had little difficulty in finding the item in which you were interested.

Hardware buyers would find a complete file of Hardware and Metal most helpful. They could constantly refer back to advertisements that had caught their attention at a time when they were not actually in the market.

Owing to the uniform size—9 x 12 inches—it is easier to file Hardware and Metal than catalogues; and where is the hardwareman who does not appreciate the value of a catalogue file?

J. G. L.



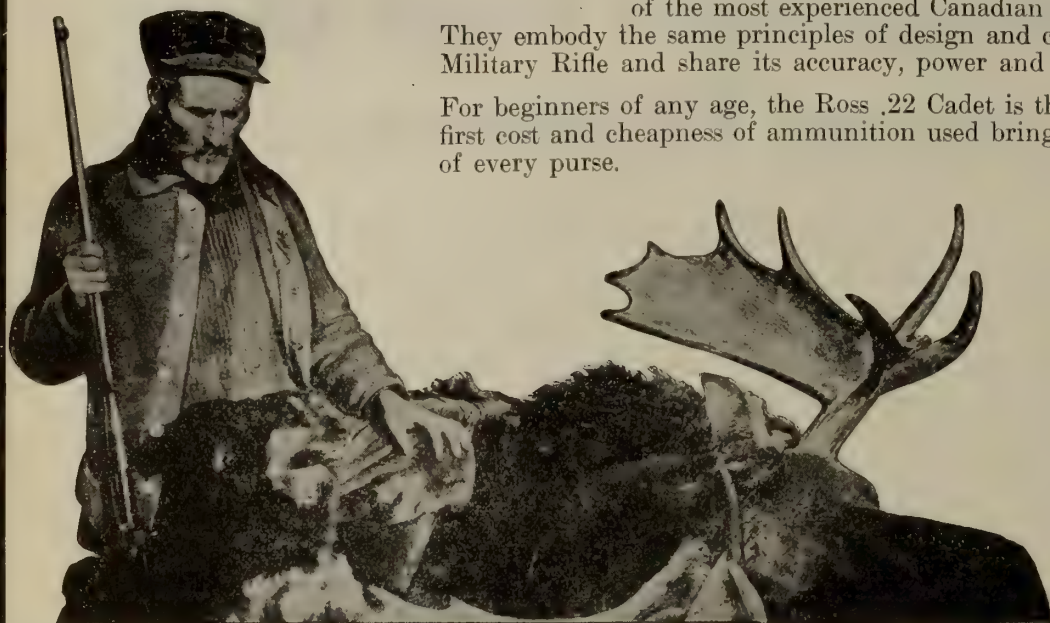
## A True Story of Ross Rifle Luck

Three moose, five caribou, four mountain sheep and six mountain goats. The Ross .280 was the weapon that dropped this splendid bag. A prominent Milwaukee sportsman was the lucky man. This is only one sample of the luck obtained by users of the Ross .280 as described in a steady flow of enthusiastic letters.

The Ross .303 Sporting Models are the standby of many of the most experienced Canadian Sportsmen and Guides.

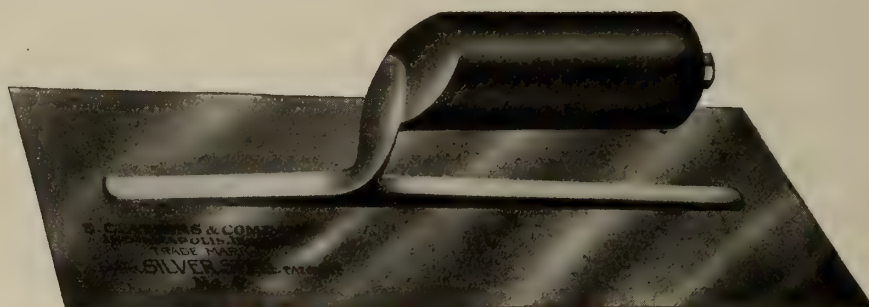
They embody the same principles of design and construction as the Ross Military Rifle and share its accuracy, power and reliability.

For beginners of any age, the Ross .22 Cadet is the ideal weapon, its low first cost and cheapness of ammunition used bringing it within the reach of every purse.



For catalogue and  
discounts, etc.,  
address

**Ross Rifle Co.**  
QUEBEC



# ATKINS

Is your TROWEL business growing? If not, it should be. Are you simply taking care of the ordinary demands or are you really creating new and larger TROWEL sales? ATKINS TROWELS have distinctive features that appeal to the best trade. To start them in any community means new ATKINS TROWELS for every plasterer. You make new business and more profit. "We Help You to Sell" them. Write for particulars.

## E. C. ATKINS & CO.

MAKERS OF STERLING SAWS, TOOLS AND TROWELS

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell Street

*If interested, tear out this page and keep with letters to be answered.*





# “Hoyt Frost King” Babbitt

## A SALES INCREASER

Once tried it is always used, because it makes a cool non-friction and lasting bearing, and stands up under exceptionally hard duty.

ORDER FROM YOUR JOBBER.

OUR ANNUAL SALES ARE OVER \$5,000,000.

## HOYT METAL COMPANY

Factory and Offices,

EASTERN AVE. and LEWIS ST., TORONTO, CANADA

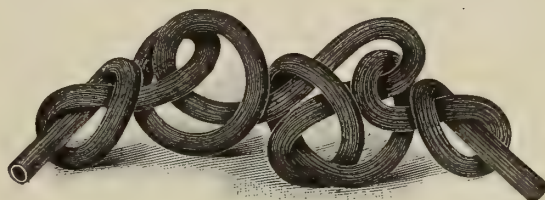
New York, N.Y.

London, Eng.

St. Louis, Mo.

# “Multiped”

## The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

## GUTTA PERCHA & RUBBER, LIMITED

Toronto

Montreal

Fort William

Winnipeg

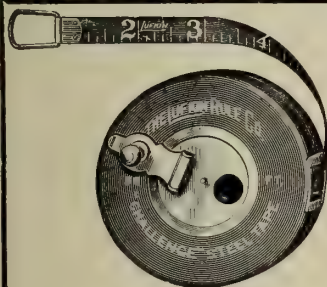
Regina

Saskatoon

Calgary

Edmonton

Vancouver



## THE NEW POPULAR PRICED

# LUFKIN “Banner” Steel Tape

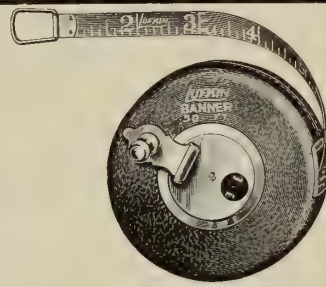
Rapidly taking its place with the other familiarly known Lufkin Brands, “Reliable,” “Challenge,” “Rival,” etc.

The “BANNER” is an Accurate, First-Quality Steel Tape.

It has *Instantaneous* Readings.  
Foot number at each inch.  
Originated by us.



It also has metal-lined case, push button, etc.  
SELLS AT A PRICE WITHIN REACH OF  
MANY USERS OF WOVEN TAPES.



THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

# TINKER TOM'S TALKS

## Talk Number Sixty-four

The best makers of Eaves-trough and Conductor Pipes use “PREMIER” GALVANIZED SHEETS because they form and seam perfectly and have a heavy coating. Be sure to specify “PREMIER” and you'll get the best at no extra cost.

TINKER TOM.

Look for Talk No. 65 next week.



DOMINION SHEET METAL CO., Ltd.  
HAMILTON, CANADA

260



# SHOVELS—

Jones, Burns and Olds Brands.  
“Star” Hollow Back Socket Shovels.

## SPADES—

Jones and Olds Brands.

## SOCKET SCOOPS—

Jones and Crescent Brands.

## RIVETED SCOOPS—

Jones, Wards and Leeds Brands.

### Blade and Strap Made In One Piece

The blades and straps of these Shovels and Spades are rolled from the solid Steel Bar, and are in *one piece*, no welding.

The blades are rolled by a method which produces a Shovel with a thick centre tapering towards the edges and point, thus giving extra strength where strength is required.

#### ***Can Make Prompt Deliveries.***

By endeavouring to maintain a well-assorted stock, prompt shipments are assured.

We manufacture Shovels, Spades and Scoops for every purpose, including draining, ditching, post-hole digging, railroad and contractor's work, moulding, mining, coaling, sand work, locomotive firing, grain work and furnace work.

FOR SALE BY ALL CANADIAN JOBBERS.

**The D. F. Jones Mfg. Co., Limited**  
**Gananoque, Ontario**



# HARDWARE<sup>AND</sup> METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

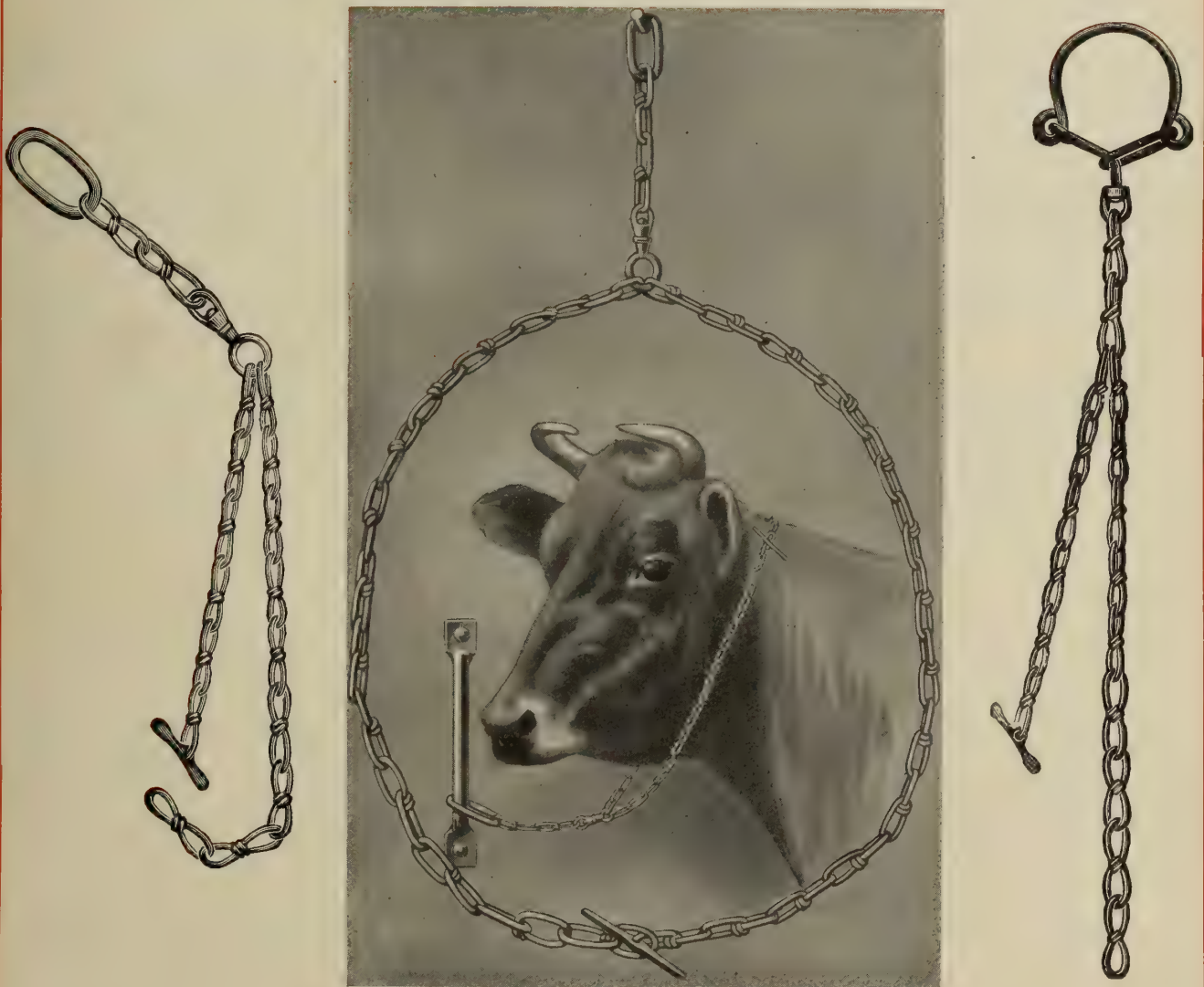
No. 38

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Sept. 16

1916



THE B. GREENING WIRE CO., LIMITED  
HAMILTON, CANADA



# COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

**SMOOTH STEEL WIRES**—Bright, annealed, oiled and annealed.

**Tinned Mattress Wire, Broom Wire, Fine Wires**—Plain and Galvanized

**FENCE STAPLES—WIRE NAILS—WOOD SCREWS**

**PUMP RODS**—Plain and Galvanized.

SELLING AGENTS:

**CANADIAN TUBE & IRON CO., Limited, MONTREAL**

# CANADIAN ROLLING MILLS CO., LIMITED

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MANUFACTURERS OF

**BAR IRON and STEEL:** Rounds, Squares and Flats.

ALSO

**Twisted Steel Bars for Reinforcing**

SELLING AGENTS:

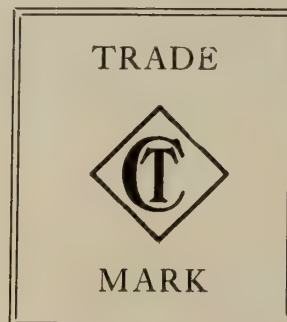
**CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL**

# CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

## BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



## WROUGHT PIPE

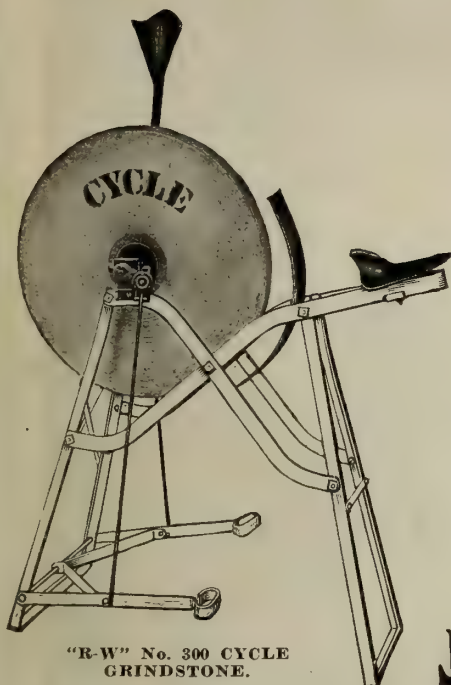
Black and Galvanized, sizes  $\frac{1}{8}$  in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture  
NIPPLES in all sizes—black or galvanized.

**WORKS: LACHINE CANAL, - - - - MONTREAL**



# INCREASE YOUR GRINDSTONE BUSINESS



"R-W" No. 300 CYCLE GRINDSTONE.

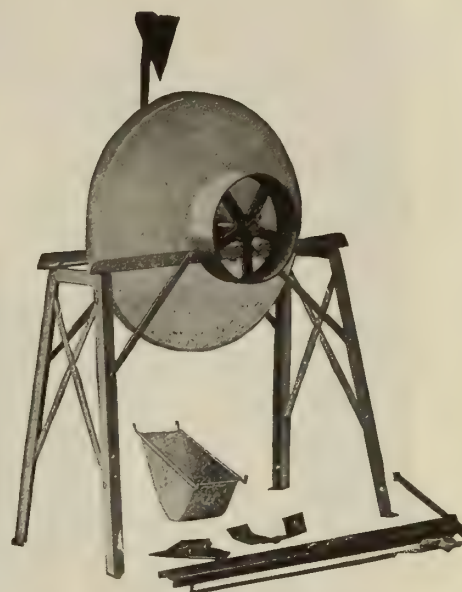
Only five pieces in the Cycle frame. This means minimum number bolts and joints, rigidity, strength. Triangle frame stands on soft ground. Four sets ball-bearings for axles and pedal rods. Guaranteed very best Berea grit.



No. 320 FAMILY GRINDSTONE, 7-inch, Ball-bearing, Metal Base, a high-grade article.

Set samples out on the sidewalk—that's the way to sell 'em.

SEE CATALOGUE FOR TUBULAR FRAME GRINDSTONES.



"R-W" No. 015 RURAL POWER GRINDSTONE.

Every farmer needs it. Stone 22 ins. Pulley 12 ins. Weight 115 lbs. Retail in Ontario for \$9.75. Shipped K.D., one in a crate.

## Richards-Wilcox



CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



# WIRE NAILS

All Standard and Special Gauges

## Nail Wire Rivet Wire

Oiled and Annealed Wire — Galvanized Wires—Plain, Barbed and Coiled Spring.

SHIPMENT FROM STOCKS AT  
MONTREAL—TORONTO and HEAD OF LAKES

## Dominion Iron & Steel Company, Ltd.

SYDNEY, N.S.; MONTREAL, QUE.;  
TORONTO, ONT.

*If interested, tear out this page and keep with letters to be answered.*





Your big trade opportunity commences these cool September days. Folks are back from the shore and mountains, full of the desire to see and purchase those household necessities they have gone without during the vacation months. A Percolator window display at this time will prove a good way of getting the early Fall business.

## UNIVERSAL PERCOLATORS

The illustration above is merely a suggestion as to how a Universal Percolator window might be trimmed. There are many other attractive ways in which the display material which we furnish can be used. Among the dealers who have competed in our window trimming contests we have received reports of increase in business ranging from 50 to 500 per cent. Experience has shown the Fall months to be the time of greatest increase in Percolator business and your window display made at this time will bring you if not our prize, still the greater prize of bigger business.

### CASH PRIZES FOR WINDOW DISPLAYS

For the best windows of Percolators made during October, in which the display material which we furnish free is used, we offer three cash prizes of \$25.00, \$15.00 and \$10.00. To give your window the proper setting we will forward our lithographed cut-out, window cards and other sales helps on request. Write for the trim and complete details of the contest.

## LANDERS, FRARY & CLARK

New Britain, Conn.

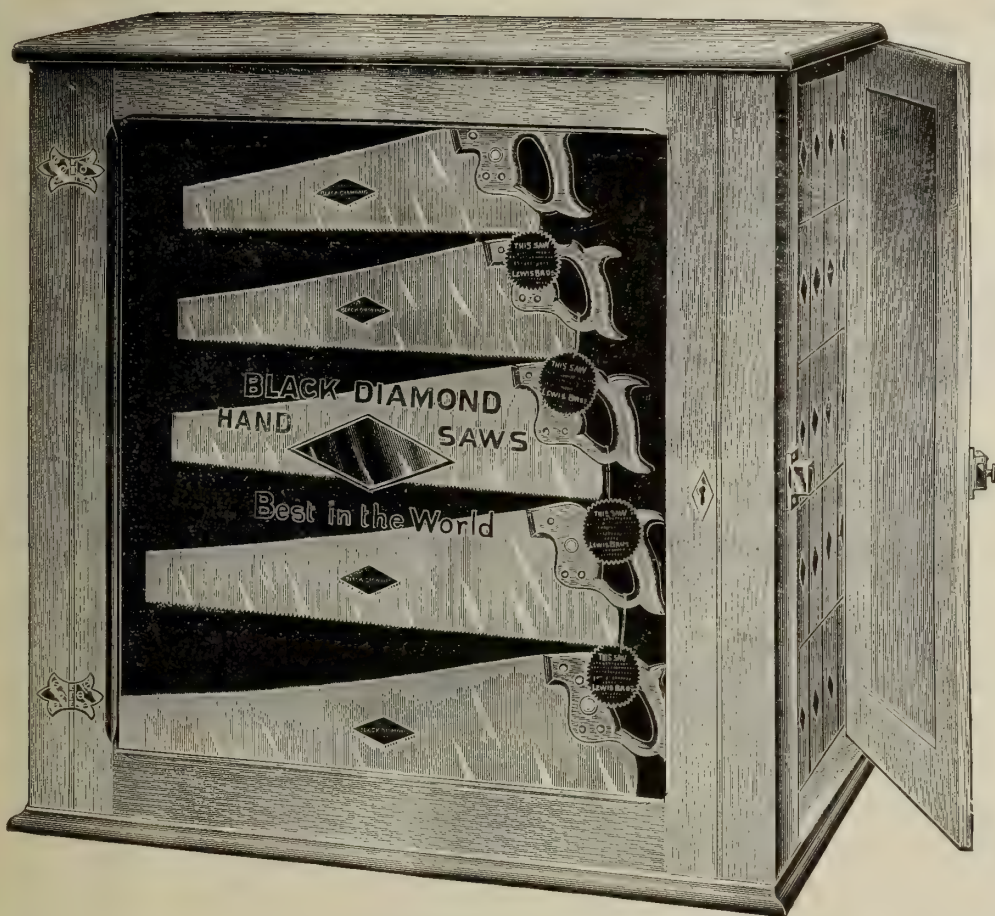
Canadian Representatives—A. MACFARLANE & COMPANY, Montreal

*If interested, tear out this page and keep with letters to be answered.*



BLACK **BLACK DIAMOND** DIAMOND

# HAND SAW CABINET



## The Cabinet is Free

with an order for 7 1-12 dozen **Black Diamond** Assorted Hand, Rip and Panel Saws.

We charge for the Saws only at their exact price — no more.

## Black Diamond Saws

are made of the Finest Grade Saw Steel, Perfectly Tempered, Ground and Sharpened. Full Polished and Carefully Handled.

**Every Saw Guaranteed**

This Cabinet, with 7 1-12 dozen **BLACK DIAMOND** Hand Saws (Assorted 18 to 26 inches)

It's a **BETTER** Cabinet than any **LOANED** by a Regular Saw House.

**WE GIVE IT AWAY** Unconditionally as an Advertisement.

It's made of **QUARTERED OAK** with **REAL BRONZE TRIMMINGS**, and it's an **ORNAMENT** to **ANY STORE**.

The Saws are Equal to any High-Grade Make (Fully Warranted) and **DEALERS CAN SELL THEM AT A PROFIT**—No Price Cutting Allowed.

# LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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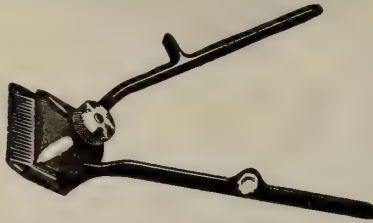
# PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper-plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



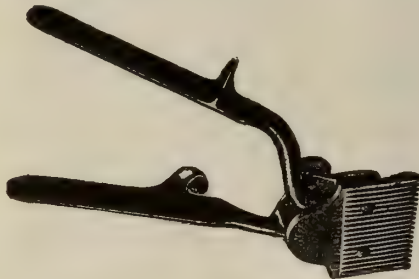
**STANDARD** No. 0, No. 1 and No. 2.  
Retailing at about \$2.50. High-class barber's clipper.



**No. 00 SHAVER**  
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25



**SPEED**  
Best low-priced Clipper made. Retailing at about \$1.00.



**IMPROVED COLUMBIAN**  
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

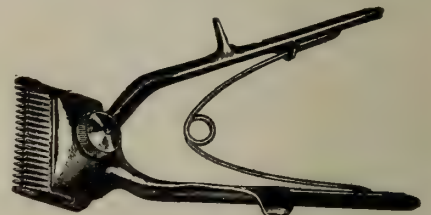
**A. MacFarlane & Co.**

Coristine Building, Montreal

Canadian Agents for

**Wiebusch & Hilger, Ltd.**

New York City



**CADET**  
with visible spring, retailing at about \$1.00.

## TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

**THE BROWN, BOGGS CO., LIMITED**  
**HAMILTON, CANADA**

Montreal Agent:

W. L. HALDIMAND, Jr.

Western Agents:

BISSETT & WEBB, Winnipeg.

British Columbia Agents:

E. A. EARL & CO., Vancouver

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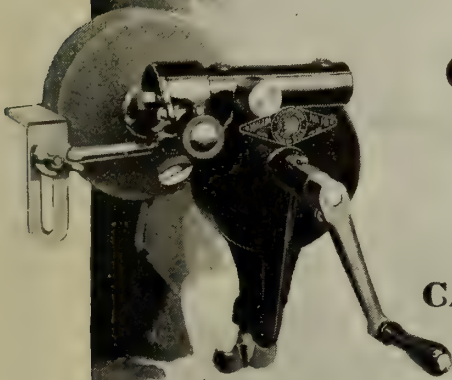




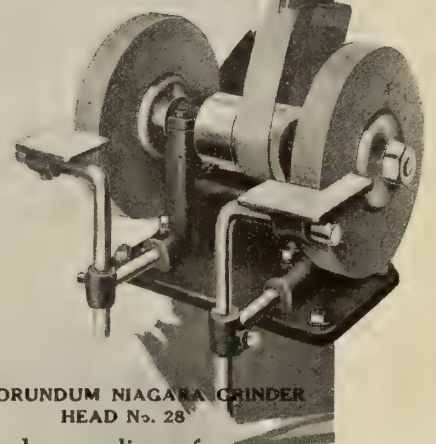
NIAGARA GRINDER No. 4

# THE GRINDERS THAT ARE SOLD ON QUALITY

## CARBORUNDUM NIAGARA GRINDERS EQUIPT WITH CARBORUNDUM WHEELS



NIAGARA GRINDER No. 10

CARBORUNDUM NIAGARA GRINDER  
HEAD No. 28

**T**HERE is more profit in handling a line of grinders of the quality of Carborundum Niagara Grinders. From handle to castings they are carefully designed, accurately made from the best possible materials—machine-cut gears, high-grade castings, malleable handles and clamps. They are easy running, practically noiseless and handsomely finished. Naturally they cost more, but they are worth more—they give more real service—they stand up on the job—stand up under the wear and tear. They are grinders that will please your customers and profit you.

*Suppose you send for description of the complete Carborundum Niagara line, prices, free display stand offer, etc.*

**THE  
CARBORUNDUM  
COMPANY  
NIAGARA FALLS, N. Y.**

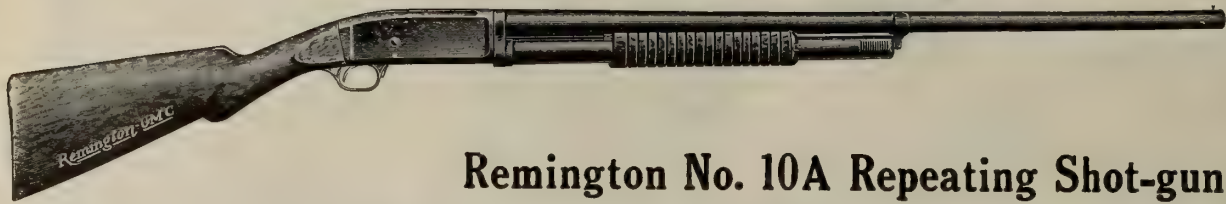


NIAGARA GRINDER No. 1

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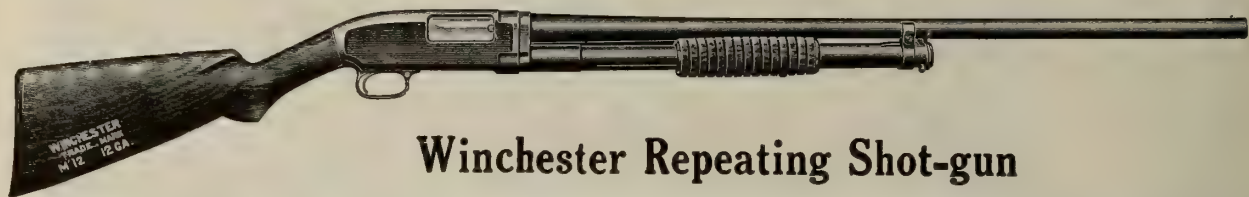


# High-Grade Fire-Arms



## Remington No. 10A Repeating Shot-gun

12 gauge, 30 inch barrel, pump action, plain walnut stock, 6 shot capacity, take down pattern, weight about  $7\frac{1}{2}$  lbs.



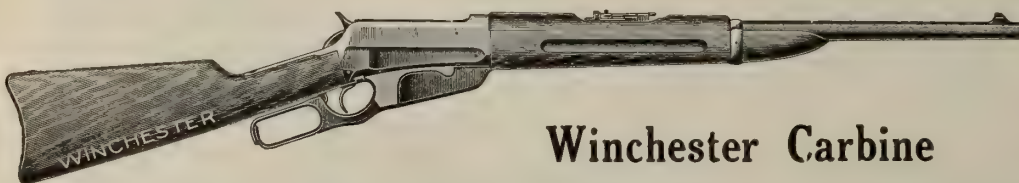
## Winchester Repeating Shot-gun

12 gauge, 30 inch barrel, pump action, plain walnut stock and action, slide take down pattern, 6 shot capacity, weight about  $7\frac{1}{4}$  lbs.



## Remington Pump Action H. P. Rifles

No. 14A either .30 or .32 calibre, with 22" ordnance steel barrel, walnut stock, quick adjusting sight, 6 shot capacity, weight about  $6\frac{3}{4}$  lbs.



## Winchester Carbine

.303 calibre 22" round barrel, 6 shot capacity, walnut stock, complete with sling strap for carrying.

Full line of Single and Double Barrel Guns

*Our Sporting Goods Catalog shows full line*

**CAVERHILL, LEARMONT & CO.**  
**MONTREAL**

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# **“SAMSON” AXES**

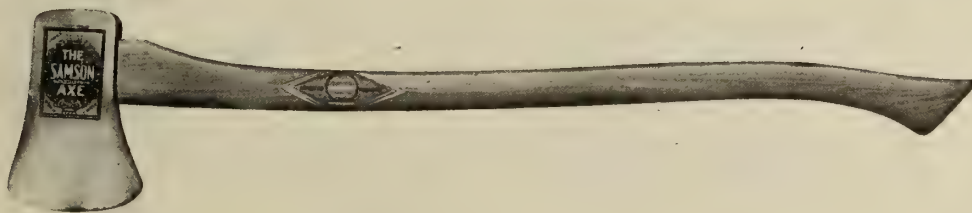
## **HAVE NO SUPERIOR**

They are made of the same high grade materials and by the same methods and workmanship characteristic of the whole SAMSON line. They give absolute satisfaction and good service.

Crucible steel bits carefully tempered and ground.

The eyes are punched from solid steel and will not break.

### **FULLY GUARANTEED**



**AT YOUR SERVICE**

## **H. S. HOWLAND, SONS & CO.**

**WHOLESALE HARDWARE  
TORONTO**

**LIMITED**

*If interested, tear out this page and keep with letters to be answered.*





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS: —

Light Strap Hinges . . . . .	Pair in a Box	SC 900
Light Tee Hinges . . . . .	" " "	SC 904
Heavy Strap Hinges . . . . .	" " "	SC 209
Heavy Tee Hinges . . . . .	" " "	SC 609

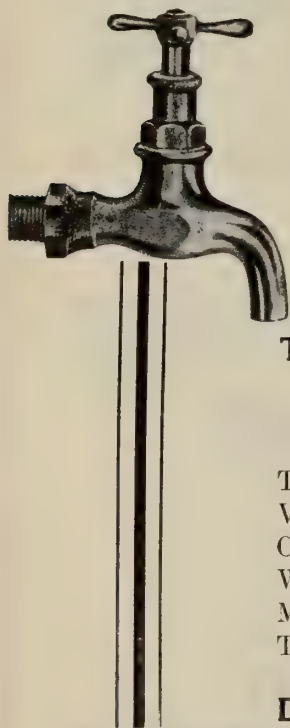
Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.  
Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**



## MORRISON'S —CUSHION— Compression Work

THE ADVANTAGES OF THE CUSHION DISC CANNOT BE  
OVERRATED

THE RUBBER CUSHION ENABLES THE VALVE TO CLOSE WITH A MINIMUM COMPRESSION, WHILE THE BRASS WASHER TAKES CARE OF THE ROTARY MOTION, PREVENTING FRICTION BETWEEN THE DISC AND SEAT.

DON'T USE COCKS THAT WILL  
NOT REMAIN TIGHT. ORDER J.M.T. CUSHION.

They cost no more than the regular High-Grade Compression Work.


**The James Morrison Brass Mfg. Co., Ltd.**

93-97 Adelaide St. W., TORONTO, Ont.



*If interested, tear out this page and keep with letters to be answered.*



**Quality****Service**

## Courtesy in Business

\* \* \*

**Fittingly framed** and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

**'Did you say Please and Thank you?'**

**Broad minded men** direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.


**Quality and Service** are the two important factors in our business life today, but Courtesy is the door through which they must enter.

**We are large producers** of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

**The products of our mills** include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

**Our business** is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

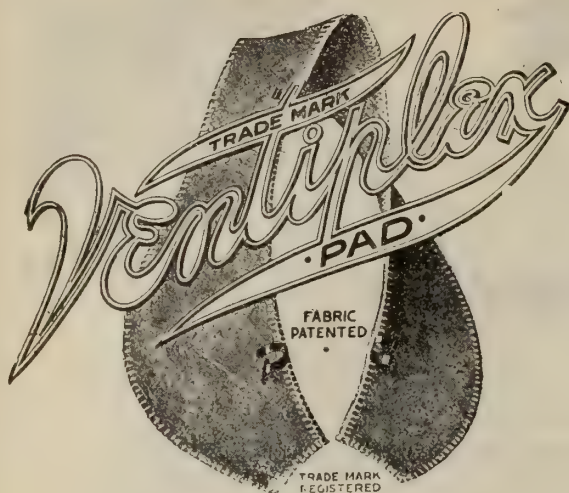
# The Steel Company of Canada, Limited

**HAMILTON TORONTO****MONTREAL WINNIPEG**

---

*If interested, tear out this page and keep with letters to be answered.*





## Heavy Teaming This Autumn

Farmers will be marketing their grain; will be drawing home coal and building materials; will be taking out manure—all heavy work, hard on horse's shoulders that are not properly protected with the

### Ventiplex Sweat Pad

Same with other horse-owners or drivers—teamsters, carters, coal dealers, draymen.

Put it up to these men—every man-jack of them—that there is real economy in using

**Ventiplex Sweat Pads, Housing Saddle Blankets**

Weather strip time will soon be here. Be prepared to supply

### "COMFY" WEATHER STRIP

It is indispensable for its assistance in keeping the house warm and comfortable during the cold months. You'll like the profit, too. Put up in cartons of one pound each, or 39 feet per carton.

### VENTIPLEX INSOLES

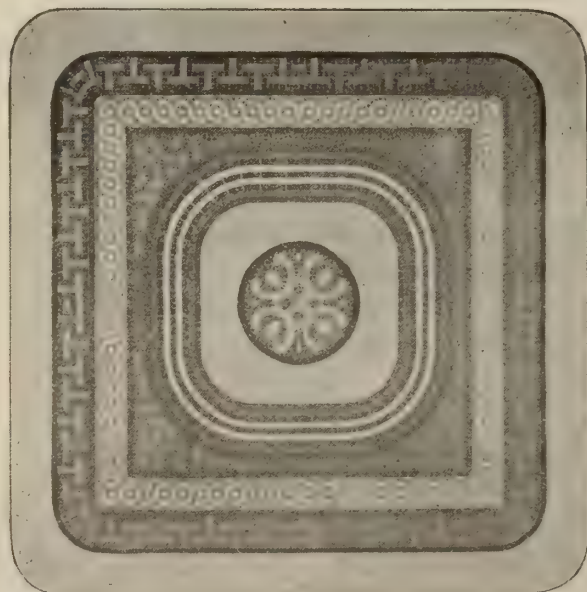
Made of grey material, can be cleansed, and are a real pleasure to walk on. Being absorbent, they aid in keeping the feet in a healthy condition. Made in sizes from 6 to 10.

Manufactured by

**BURLINGTON WINDSOR BLANKET CO., LIMITED**

Toronto, Canada, and Burlington, Wis., U.S.A.

## DAVIDSON'S STOVE BOARDS



### Square or Oblong

Wood Lined and Paper Lined

All sizes

Our extensive lithographing plant enables us to produce the most artistic in design and the quality is the best, as only specially selected material is used.

Our Stove Boards are seamless, no cracked or shabby corners.

*Write us for prices.*

**THE THOS. DAVIDSON MFG. CO., LIMITED**

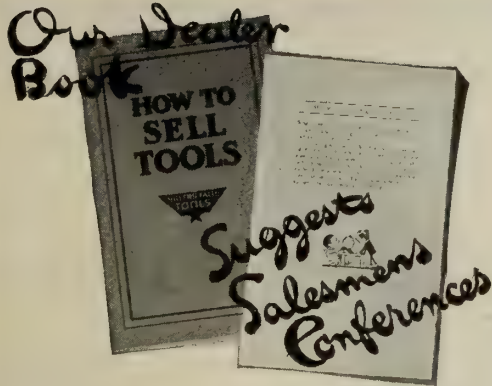
TORONTO

MONTREAL

WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*





## Our Dealer Book, "How to Sell Tools," Suggests Salesmen's Conferences

Have you put this book—"How to Sell Tools" in the hands of every one of your men?

Are you carrying out its suggestions—and checking up the results?

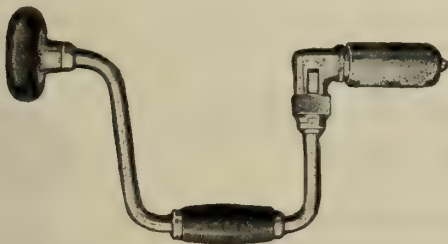
Millers Falls Dealer's Service will mean something definite—something tangible—and something profitable to you, if you try it out at just one point to test its value.

Begin by getting "How to Sell Tools" and keying your tool department up to the standard of efficiency there laid down. Start weekly salesmen's conferences to keep up the interest, and discuss at these meetings the selling suggestions in "How to Sell Tools" and in the monthly issues of the "Millers Falls Star." Put our displays and advertising features to work in your store. Then watch your tool sales for results. They will show and show big.

Absolutely no price to pay but a little effort.

Write us to-day for our plan of Dealer Co-operation and we will help you start something that's worth while.

Bit Brace 732 is a big seller among our better braces because it has universal chuck as well as boxed ratchet and ball-bearing head. Hand-somely finished.

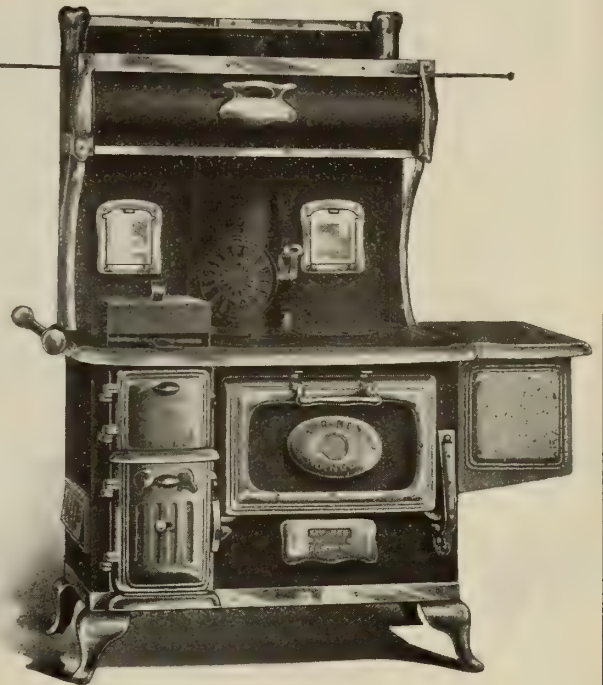


**Millers Falls Company**

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

N. Y. Office: 28 Warren Street



## The Big Seller KIR-BEN STANDARD STEEL RANGE

Note the pleasing lines of this range, with its right-hand reservoir, high closet and mirror top, all nickel-finished.

The appearance creates a "pull" that invites inquiries, and when shown the Kir-Ben features the prospect becomes a ready buyer.

Lined throughout with asbestos and steel. Large fire-box (will take 27-inch wood) or coal. Heat covers five sides of oven. Large oven (20 $\frac{3}{4}$  x 20 x 12 $\frac{1}{2}$ ) Vacuum principle applied to door. Oven thermometer.

OUR CATALOG GIVES FULLEST PARTICULARS. SEND FOR A COPY.

TRADE PRICES ARE:

Square:	Reservoir:
\$39.50	\$44.75

Duplex plates for wood or coal, wood only, deduct \$1.00. Thermometer if desired, 50c.

Rebates on season quantity purchaser are:

5	Range during 1916	5%
10	" " "	7 $\frac{1}{2}$ %
20	" " "	10%

Write us re our remarkable agency proposition.

**KIR-BEN, LIMITED**

ALMONTE, ONTARIO

**KIR-BEN AGENCY is the BEST**

*If interested, tear out this page and keep with letters to be answered.*



## Our Eavetrough and Pipes are the Cheapest in Canada



What! You don't believe it?—Well then, you just try a sample order and be convinced. You will soon see why, when you notice how little time and solder is used in fitting them together; they are always made perfectly and up to a standard. We guarantee all our goods.

Mail your order **To-day** for pipe, trough, valley, ridge roll elbows, nosing, corrugated iron, ventilators and galvanized sheets.

**WHEELER & BAIN**

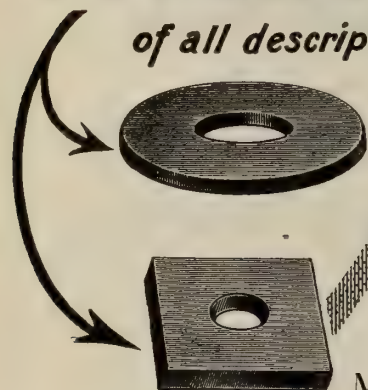
179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**

*THE QUICK SHIPPERS*

## Wrought and Steel Plate WASHERS

*of all descriptions*



Round & Square  
Plain or  
Galvanized

Annealed  
Rivet Burrs.  
Felloe Plates.  
Sheared and  
Punched Plates.  
Malleable Washers  
and Cast Iron Washers.

**Prompt Shipments**

**Wrought Washer Mfg.  
Company**  
Milwaukee, Wis.

## Brooms of Quality

may always be had by ordering our brands. We have them at  
\$3.25, \$3.50, \$3.75, \$4.00,  
\$4.25, \$4.50, \$4.75, \$5.00,  
\$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**

Hamilton - Winnipeg



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**

9 and 11 Pitt St. East, Windsor, Ont.



*If interested, tear out this page and keep with letters to be answered.*





## What Makes a Vernier Caliper Accurate?

Can you explain to a prospective customer how one vernier can be better than another? It's a detail of tool salesmanship you might know to advantage—profits on vernier calipers count up fast.

Briefly, the point may be summed up as follows: *The quality of the graduations determines the quality of the tool.* The finest, sharpest graduations are found on

## Starrett Vernier Calipers

A vernier must read accurately to 1/1000 of an inch, yet its finest graduations are only 1/40 of an inch. To divide 1/40" into twenty-fifths is a delicate job. Therefore, the well-defined, clean-cut graduations produced only by our secret

process make possible finer, more delicate adjustment than with any other tools. Show a mechanic these graduations—under a magnifying glass if you can,—and explain why he can take a reading quickly and accurately.

*If you want further details, write for catalog 21MA that describes the whole 2100 styles and sizes of the Starrett line:*



42-502

### The L. S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

New York

London

Chicago





# CARTER'S

## DRY

# RED LEAD, ORANGE LEAD

# and LITHARGE

What are your requirements for Dry Red Lead, Orange Lead and Litharge?

We are offering you a Canadian-made product manufactured by a Canadian Company.

The best quality of Red Lead, Orange Lead or Litharge can be procured right here in Canada at the most favorable prices. The highest standards are strictly observed and your requirements can be filled completely without any delay, and to your entire satisfaction.

Color Makers, Rubber Makers, Varnish Makers, Potters and Storage Battery Makers should be especially interested.

Do not let this opportunity go by, but drop us a line and ask us for our prices and further information regarding our products.

**The Carter White Lead Co. of Canada, Ltd.**  
91 Delorimier Ave., MONTREAL, QUE.

## Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

## HARDWARE MERCHANTS, ATTENTION!

### DOES IT PAY TO DEMONSTRATE?

At our Toronto Exhibition just closed we demonstrated the merits of the Burrowes Dustproof Rocker Ash Sifter to as many as possible. Chiefly to assist the Hardware merchants, merely taking sufficient orders to cover expenses, one man, with the assistance of another part of the time, sold \$539.10 worth of the large sifters with the closed scuttle and double rims. These were sold retail with a good deposit on each, not counting other goods sold.

Does this not go to show that the people appreciate the Burrowes Ash Sifters more and more each year? We trust you will continue the good work, for there is a demand for a sifter that is really dustproof, quick, clean and easy to operate.

Order the Burrowes Ash Sifters from your wholesale house.

**THE BURROWES MANUFACTURING COMPANY, TORONTO**

*If interested, tear out this page and keep with letters to be answered.*





# Flashlights

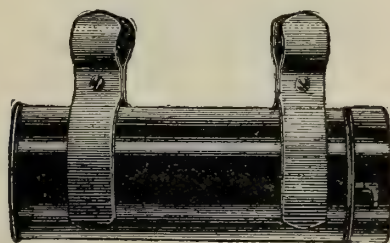
Hand Lanterns, Trouble Lights, Automobile Sockets  
and Connectors, Miniature Incandescent Lamps of every Description,  
Electric Bicycle and Motorcycle Lanterns, Electric Carriage  
Lanterns, Radio Batteries and Lamps

The "FRANCO" Line is mighty profitable everywhere. It is nice appearing,  
easily sold and gives a most desirable service.

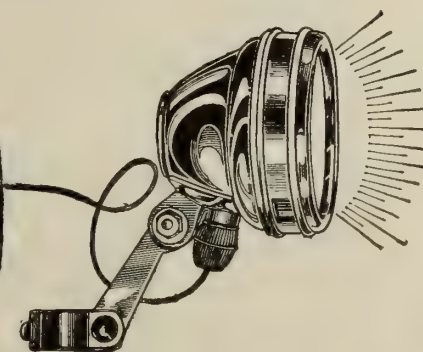


4730

FIBRE TUBULAR



4815



1009

Winners of the  
**GOLD MEDAL**  
at the

**Panama-Pacific Exposition**

Franco Flashlights are made in various sizes, styles and finishes to suit every purpose. Fitted with Radio Lamp and Radio Battery, they excel all others.

Radio Batteries for Flashlights and Hand Lanterns.

Long Life in use and on shelf.

**Write for New Catalogue and Prices.**



6783



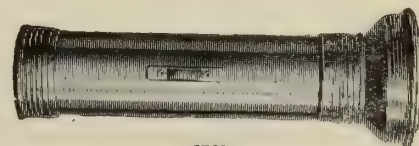
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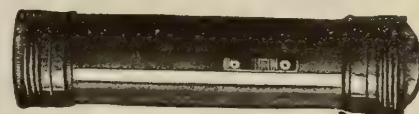
6781

Made in various other sizes and designs.

NICKEL TUBULAR



6769



6766



6761

Made in various other sizes and designs.

## Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, ONT.

The Most Progressive Flashlight Manufacturers in the Dominion

*If interested, tear out this page and keep with letters to be answered.*



# The Week of a Million Sales



## \$4,000. in Prizes for Dealers' Window Displays

Come in! Come in!—open to ALL dealers!

An International event—FIFTY THOUSAND DEALERS in Canada and the United States are going to enlist for the BIG EVEREADY DRIVE this year.

\$4,000 in cash prizes for dealers' window displays.

\$1,000 in cash prizes for store salesmen.

\$3,000 for a better name than "Flashlight" (open to everybody)

EVEREADY advertisements in a score of national magazines and publications.

Smashing window display material to help you win prizes.

Are you going to be one of the FIFTY THOUSAND LIVE ONES—?

Write in a hurry—we are waiting for you.

Fill out the attached coupon and get it in the mails at once.

**Canadian National Carbon Co., Limited**  
Toronto, Ontario

Please send, immediately, particulars concerning BIG DRIVE WEEK. (47)

Name \_\_\_\_\_

Address \_\_\_\_\_

*If interested, tear out this page and keep with letters to be answered.*



## The Toronto National Exhibition Shoot

proved the unqualified superiority of **Dominion Shot  
Gun Shells.**

### International Amateur Championship—

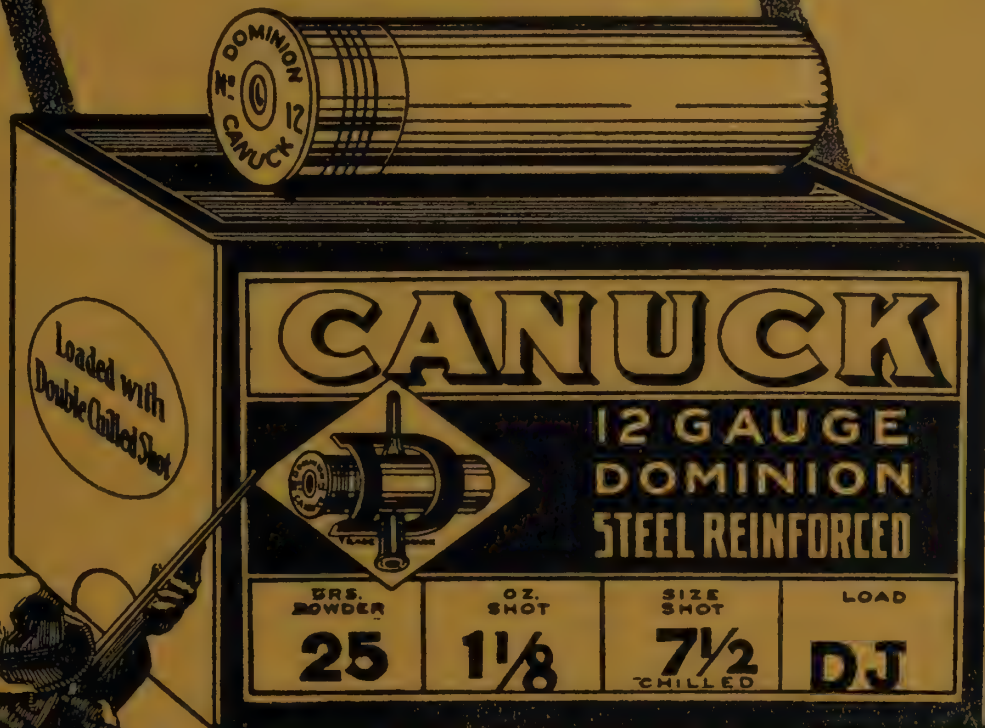
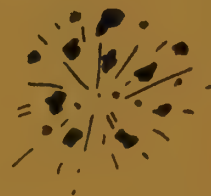
won by H. E. Smith, Columbus, Ohio, with 100 per cent. perfect score, breaking the entire 100 targets without a miss.

High Score for total number of targets thrown made by John S. Bon—834 x 900, including long runs of 58-122-63-89-53-70.

Both these gentlemen used

## Dominion Canuck Shot Shells

There you have the talking point.



**TRAPSHOOTING** is the hardest test of shot gun shells and good scores are proof of the superiority of the shells as well as the ability of the shooter. You may tell your customers that Dominion field loads are made of the same materials and on the same machines as the trap loads. The only difference is the powder and shot combinations. Shot Shells that will make records at the traps will fill the game bag in the marsh or field.

**DOMINION**

The Only Ammunition Made in Canada

**Dominion Cartridge Co.**

Limited

**MONTREAL**



# Mentally, are you inferior to a bank president?

**This advertisement is addressed to the younger  
men at or near the head of business houses.**

It is addressed to you because you have ambition not chilled by the experience of many failures.

It is addressed to you because you have a will — and the strength — to attempt big things.

It is addressed to you because the circumference of your world is always widening—this because of energy on your part and a vision of things far off.

Your world is the world of money and business—very big worlds. They are worlds concerning which you ought to know much.

In particular, you want to know—or should—about Money and Business in Canada. This desirable and essential knowledge can be obtained from reading and study.

But you require an index—a guide, and this you will find in THE FINANCIAL POST, a weekly newspaper, the subscription price of which is \$3.00 a year.

This newspaper tells you about Money and Business in Canada. It lifts you out of your own rather confined world, and puts you into the world of the men who are doing big things.

Now it is clear that you can make more money if you understand Money and Business after the manner of these men at the head of our great banks, financial institutions and manufacturing establishments.

These men are probably not a whit better equipped mentally than you. Their advantage lies in this circumstance: namely, that they have chosen to live in a bigger world—the world of Big Money and Big Business. And living in this world, they have stretched out farther and higher—in the direction of richer prizes, by preparing themselves constantly for greater opportunities.

Now this same Big World is open to you—but you must enter it of your own accord, and with a sincere purpose to become familiar with it. The bigger world will adopt you and reward you if you choose to live in it.

The Post's Business Outlook alone will give you an invaluable acquaintance with big affairs and with the tendencies in business. This helps to give you that foresight so essential in directing your own business to greater success. Read The Post for this Business Outlook if for nothing more. It alone may easily be worth the subscription price to your business.

This is why we urge you to become a regular reader of THE FINANCIAL POST OF CANADA.

And as a young man of ambition and outlook, you will, we feel sure, fill in the form below and return to us.

## THE FINANCIAL POST OF CANADA

143-153 University Ave.

Toronto

THE FINANCIAL POST OF CANADA  
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name ..... Address.....

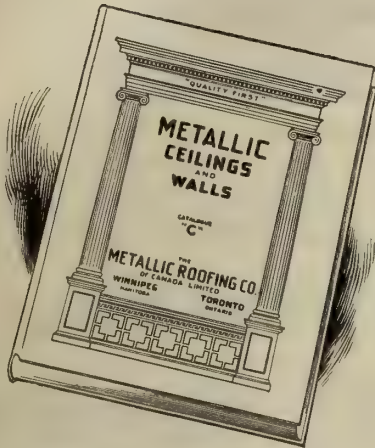
.....1916.



*"Quality METALLIC First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

# Get This Catalogue of Metallic Ceilings and Walls



WRITE US TO-DAY

It will increase your sales immensely. Use it. Show it on your counter.

It is the finest catalogue of its kind ever published by a Canadian maker. Hundreds of beautiful illustrations of handsome, exclusive designs never shown before in Canada.

## OUR SIMPLIFIED PRICE LIST

enables you to figure the cost of any job quickly and easily. Makes a pleasure of estimating instead of a worry.

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**

TRADE  
**CHICAGO**  
MARK

**SPRING HINGES**

## A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



## Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company.**

CHICAGO



NEW YORK

# WE PROMISED TO TELL YOU

why we make All Hard Hand Blades. Here goes:

- \* Despite the superiority of the modern Flexible Hand Blade made of Tungsten Alloy Steel, there are quite a number of mechanics who still demand an all hard blade.
- \* They acknowledge this type of blade is very liable to break. They have tried to find a blade that would **not** break, and they succeeded.
- \* Unfortunately they tried the **old style** flexible and found, too, that it would not cut.
- \* Of the two evils they chose the lesser.
- \* Where they can be induced to give the **modern Flexible made of Tungsten Alloy Steel** a fair trial they prefer it to the All Hard. This is proved by our sales of Hand Blades, 70% of which are Flexible.
- \* Meanwhile such demand as there is must be filled. While it exists we must make All Hard Hand Blades. For the Dealer we suggest a stock of Hand Blades one-third All Hard and two-thirds Flexible should be about right.

*"It's the little things—especially in giving a customer what he demands—that count."*

VICTOR BLADE—CANADIAN MADE.



**Victor Saw Works, Ltd.**

Hamilton, Ontario

*If interested, tear out this page and keep with letters to be answered.*



## TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY  
THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

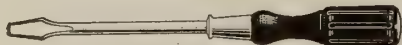
Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

**Stanley  
Tools**



## "HURWOOD" SCREW DRIVERS

Unsurpassed for **strength** and **durability**.

Blade, Shank and Head are of one  
piece of steel.

The Blades are finely tempered and well finished.  
The Handles are polished and stained black.

Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE  
IN CANADA

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hick-  
ory, nicely finished.

All leading Jobbers stock  
them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.

## Headquarters for High Carbon Bale-Ties and Baling Wire

Also Manufacturers of

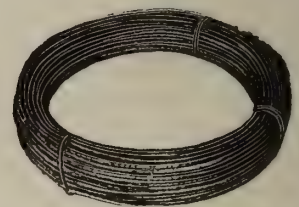
**NAILS and WIRE**  
all Kinds



CROSSHEAD



SINGLE LOOP



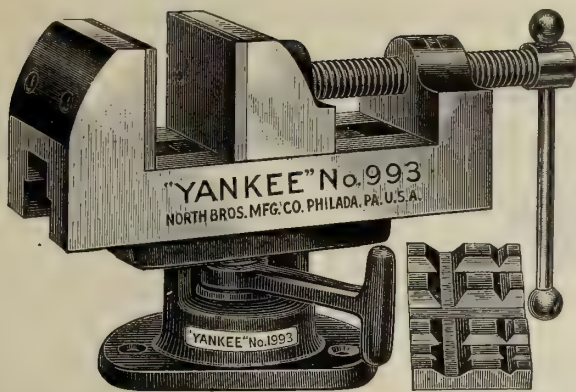
**The Laidlaw Bale-Tie Company, Hamilton, Canada**

A. T. Diggins, Stair Bldg., Toronto, Ont.  
Harry F. Moulden, Winnipeg, Man.

H. E. O. Bull, Montreal, Que.  
Geo. W. Laidlaw, Vancouver, B. C.

*If interested, tear out this page and keep with letters to be answered.*





## **"YANKEE" VISE**

**No. 1993**

### **WITH SWIVEL BASE**

**A GREAT LITTLE VISE  
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

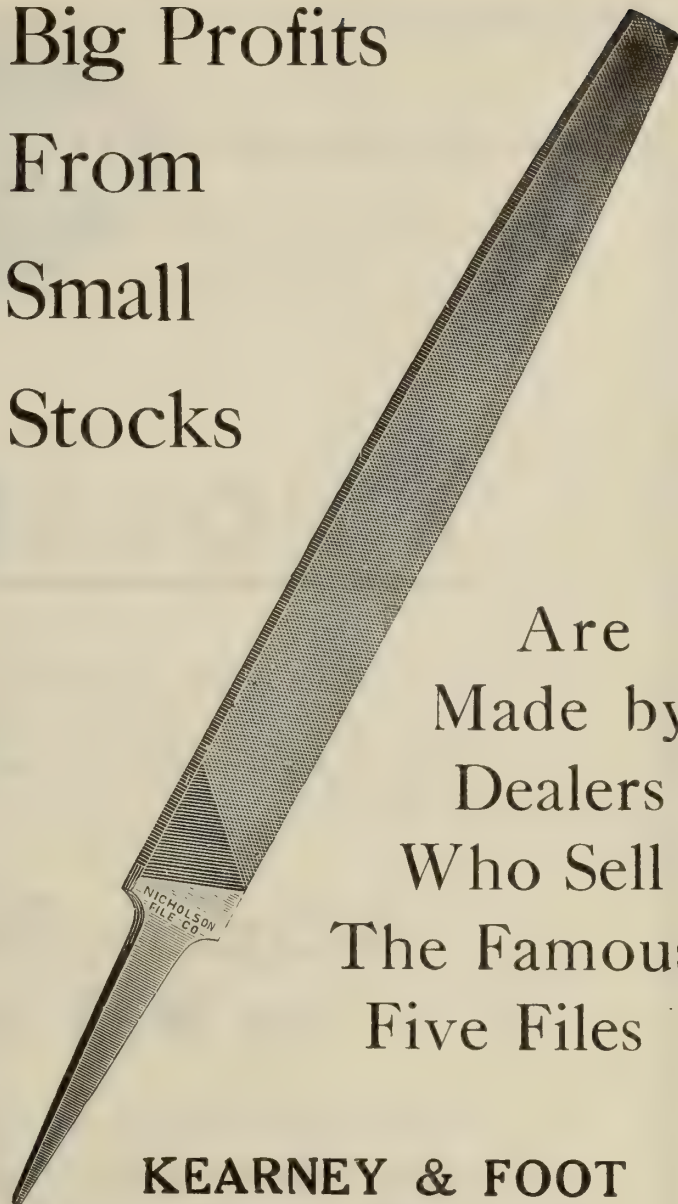
The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

**Jaws 2 $\frac{3}{4}$ " wide, 1 $\frac{7}{8}$ " deep,  
opening 3 $\frac{1}{8}$ ", Base 7 $\frac{1}{2}$ " long.**

***Your Jobber will supply you.***

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.

**Big Profits  
From  
Small  
Stocks**



**Are  
Made by  
Dealers  
Who Sell  
The Famous  
Five Files**

**KEARNEY & FOOT  
GREAT WESTERN  
AMERICAN  
ARCADE  
GLOBE**

*(Made in Canada)*

We carry at our warehouse and at jobbers throughout the country ample stocks of each file in our catalogue.

A dealer does not need to carry a big stock of the Famous Five in order to do a large turnover.

We would rather have a dealer turn over a small stock 12 times in a year than sell him a big stock once a year and have him carry over several numbers.

Dealers who sell the Famous Five do, on an average, 90% of the file business in their localities. If you are not doing this much business, the Famous Five will help you to improve your turnover in files.

Write for catalogue and terms.

**NICHOLSON FILE COMPANY**  
Port Hope (Jobbers Everywhere) Ontario

*If interested, tear out this page and keep with letters to be answered.*





# A SQUARE DEAL

The policy of the Dominion Rubber System is to provide every need in Rubber Goods, and to give a square deal to every buyer, no matter how small the purchase may be. That means—

## **A Square Deal in Values as Well as Qualities**

Whether the purchase be a Rubber Nipple for the baby's bottle, a Rubber Shoe, a "Nobby" Tread Tire, or Inlaid Tiling for a Parlor Car, we insist that the goods must be absolutely satisfactory.

No matter what the need in rubber may be, write to our nearest Branch or direct to the Head Office.

**Canadian Consolidated Rubber Co.**  
LIMITED

Executive Office—Montreal, P.Q.

***28 "Service" Branches Throughout Canada***



# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, SEPTEMBER 16, 1916

No. 37

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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SUBSCRIPTION PRICE—Canada, 3\$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4 a year; Single Copies, 10 cents. Invariably in advance.



## THIS STAND WILL TREBLE YOUR SALES OF

# O-Cedar Polish

(MADE IN CANADA)

With this stand in your store you will sell as much O-Cedar Polish in one week as you formerly sold in three weeks. Everybody will see it and they will remember to order O-Cedar.

This stand is a handsome piece of store furniture—not too large, but large enough to attract attention. It is 45 inches high, 12 $\frac{3}{4}$  inches deep and 25 $\frac{1}{2}$  inches wide, and will hold a good stock of O-Cedar Polish.

Make up an individual order for \$100 (net) of O-Cedar Products; send it to your jobber and he will send you one of these stands absolutely free. Do it now and watch your O-Cedar sales increase.

### WRITE YOUR JOBBER TO-DAY

and ask him all about the O-Cedar Display Deals and Profit Deals.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



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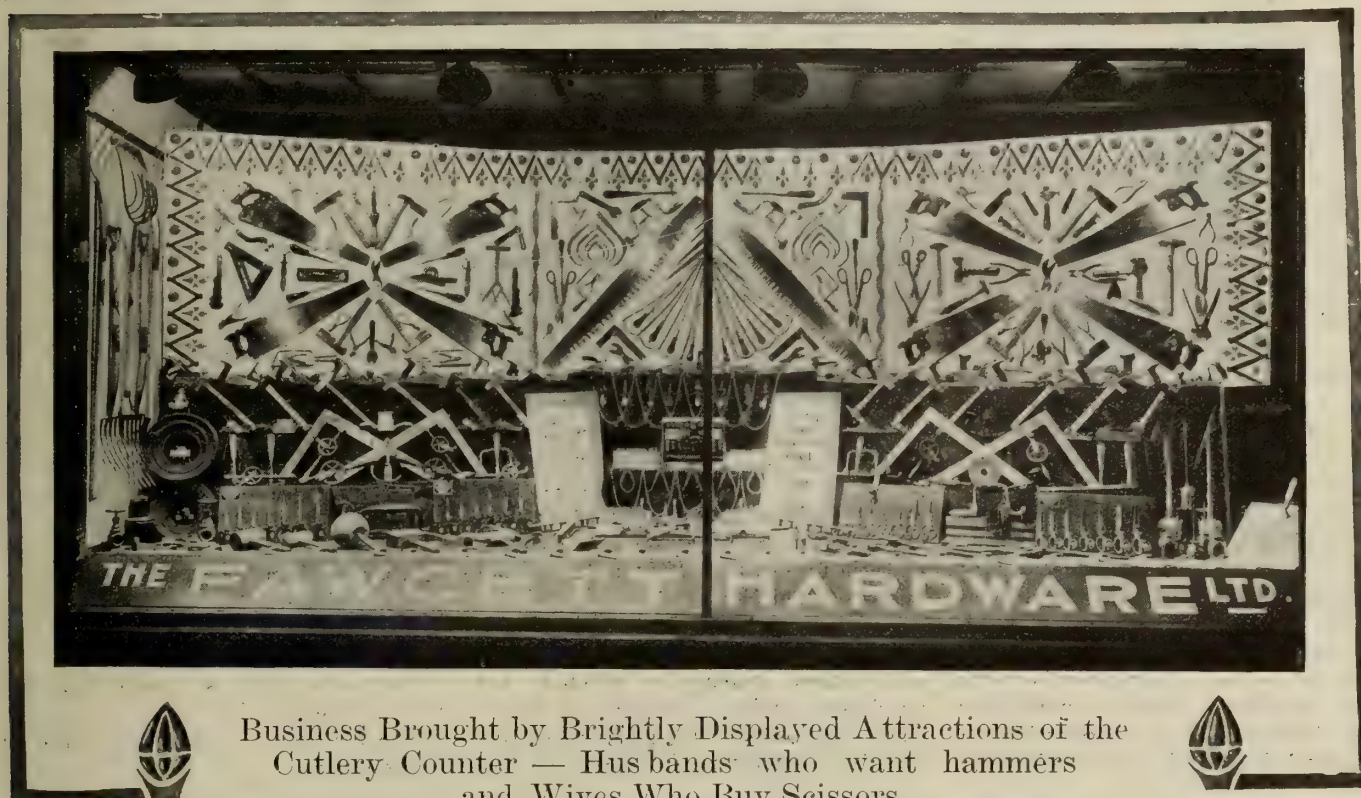


Your firm signature prominently printed on the front cover of these booklets free of charge. Send to carpenters, contractors, builders and those who buy new cars. How many do you want? Send a postal to-day to the Service Department.

*If interested, tear out this page and keep with letters to be answered.*



## Selling Power of a Tool Window



YOU have seen a husband and wife out shopping or merely "doing the town" haven't you? Of course you have—often. And you have also observed how hubby's footsteps lag, and how he lingers looking with fascinated gaze into any hardware store window which is featuring a tool and cutlery display. The ideal wife is interested too, and is willing to wait and let hubby make a real good study of the contents of the window, just as the ideal husband will take an interest with his wife in a fall fashion display and share her enthusiasm over hats. For the trouble is, that a good tool and cutlery display is about the most attractive method of making use of hardware store window space, and one of the most certain business producers in the whole field of window display persuasion in this line.

"You know why some wives hurry their

husbands past hardware store windows in which tools and cutlery are attractively displayed. Nearly every wife learns from experience that a husband, permitted to gaze upon a tool and cutlery display, is practically certain to be, before long, a purchaser of some handy article, knife, hammer, screw-driver, foot-rule, drill or saw which wifely fully believes he does not need; but which every man worth while would far rather buy and be possessed of than borrow and become beholden over.

That the business pulling power of a properly planned tool and cutlery display is a proven factor in the hardware trade, is well established by the experience of the Fawcett Hardware Co., Saskatoon, the photograph of whose window display illustrates this article.

The designed and planner of this particular window show, Harold W. Parr

who also personally carried out the display writes regarding it. "We have been strong on tool and cutlery windows. We find them to be a good stimulant to business as there is always some one who wants a tool of some description."

That idea crystalised into concrete business results, and proved its power in the success of this window display. It finds printed expression to the dominant business message to the public, which occupies the place of honor on the right hand side of the centre display. There you can easily read the card bearing the words, "If you have need for a tool, we have a tool for your need."

In visible proof of the statement the whole range of the window's many and varied contents is clearly set out. The background is a simple one. The boards used are display boards which can do service many times. With new kalso-



mine and variations of the boarder, etc., their enhancement of the attractions of the goods displayed can be made fresh and inviting with every new arrangement of the window, at a cost of about 50 cents, the border illustrated is made of a bold simple stencil design in green and yellow, with zig-zag rules carried right round the background, and red carpenters' chalk glued in the "Vs" of the rules, giving a handsome and attractive effect like the bosses on a massive frieze.

Saws form the boldest main items of the board display—the central board being dominated by two cross-cut saws, and the boards to right and left having handsaws handsomely displayed to form a broad diagonal design. To right and left of the centre, above the cross-cut saws, calipers, squares, and smaller tools are attractively arranged. In the centre of the background, and coming down between the two large central lettered cards, a clever festooning of steel jack chain is used as a bright and graceful feature of the display. The "fan" design between the cross-cut saws above is also outlined in jack chain, and the ribs of the fan are long screwdrivers. An inviting card display of special small tools, all one firm's particular line, is made the absolute centrepiece of the display. To right and left along the eye-level of the public passing the window, and against a dark background, are set various useful hammers in a row, and the angle at which the hammers are poised—the angle of action, of use and of efficiency is worth special attention. Steel squares are easily observable in the illustration, to right and left. On the extreme left are

placed coils of belting, valves, and some agricultural implements, and on the extreme right there are oil cans of various types. Hand axes form the foreground of this window display, and trowels, mells, etc., fill the middle floor space of the window.

In perhaps the very best positions of all, to catch and hold the eyes of passers by, there appear four splendid panels of scissors in their various sizes. Of these the designer of the display

#### SOME TOOL POINTERS.

*Mr. Parr writes:*

*"Tools were sold that had been in stock for the last four or five years."*

*"A tool window is a good thing any time of the year."*

*"We have been strong on tool and cutlery windows. We find them to be a good stimulant to business."*

writes: "Perhaps you will notice the four panels of scissors near the bottom of the display. While I was working in the window I think we sold eight or nine pairs of scissors—the purchasers being attracted by the window in general, and perhaps by someone moving in the window. Our stock of scissors is almost depleted at the time of writing, owing to the fact that we have displayed them frequently. They are not cheap scissors either."

For the hardware dealer who is inclined to believe in the power of a tool and cutlery display to persuade the purchasing public convincingly as regards the merits of his store, there is a hint in this matter of the scissors dis-

play and subsequent successful sales. Does a tool and cutlery display window attract and interest only men? Why should any wife—thrifty or only husband-restraining—want to hurry past your hardware display window? Do men or women mostly buy scissors? The advantage of having attractively displayed in a tool and cutlery window show, some of those things which most appeal to women in the hardware merchants' stock in trade, is well worth considering. For while wife is eagerly seeing in your window show and is eagerly desiring, the scissors or the meat mincer she most needs, hubby will be happily allowed to wait also and hunt around the endless attractions of that self same window display, for the handy hammer, the extra pair of pliers, the pocket-knife, or the spirit-level he too has a very frequent use for; and the marital bargain "You get your hammer George and get me those scissors please", makes happy homes and happy hardware merchants also.

Two quotations in conclusion from the creator of the clever tool and cutlery window here illustrated, and which inspired this article. Here's the first one:

"This window was a good one from the sales stand point. Tools were sold that had been in stock for the last four or five years, and which we almost considered as dead stock."

Is there anything interesting to you in that argument for a tool and cutlery display window, Mr. Hardware Merchant? Then here's the second and concluding quotation:

"A tool window is a good thing any time of the year."

You see, you can make your trial of it right now.

## Graniteware in Show Cases

GRANITEWARE is often found difficult to keep free from dust without the necessity of dusting it frequently. This makes work. R. Blain of Brampton, Ont., has overcome the difficulty by placing all his graniteware on shelves behind large showcase windows. It is one of the aims of Mr. Blain to keep as much as possible of his stock under glass. To this end he secured the display cases of a Toronto confectionery concern when that firm went out of business and their fixtures were put up for sale. The accompanying pictures show one side of the store in which the graniteware is located. On the opposite side there is also a row of glass cases behind which he keeps all his shelved goods. These cases are opened by sliding upward, the same as a window. The shelves are deep, being formerly use for holding pastry pans.





# Three-Tiered Fixture That Sells Goods on Sight

Enamelware Displayed Opposite Entrance to Stratford Store on 3-Shelved Fixture, Sloping Up and Adjustable—Suggestion and Display of Numerous Goods With Prices Induces Ready Sales—Other Uses

By a Staff Writer.

FOR a second time we turn to the store of J. R. Myers & Sons, of Stratford, for practical ideas that other hardware men may find worth trying out. This time it is a stand for the display—and sale—of enamel ware. We add the word "sale" because the firm, by the use of this display stand, have been able to increase their sales considerably, and no other reason is in sight for the added business. Once again, let us remark, "Well displayed is half sold."

## Shelves of Beaver Board

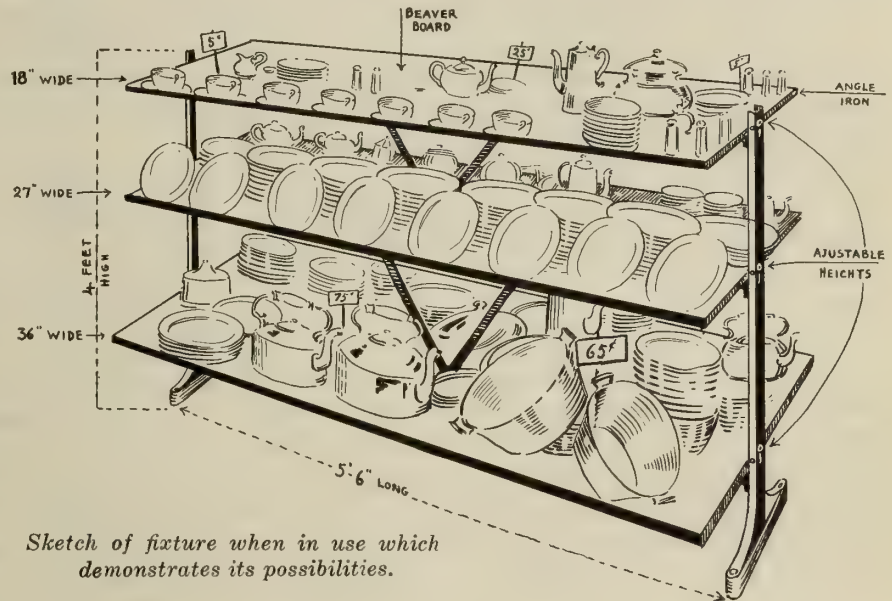
This fixture, in the form of a stand with three shelves, faces every one who enters the store, which is wide enough to permit of this being set up, while business goes on as usual at either side. As will be seen by a study of the drawing, the stand is simply made, the shelves being of beaver board held by angle iron. The three shelves can be adjusted in height according to the size of the goods to be set on them. A brace is attached to the centre of each.

## The Dimensions

A good feature, for appearance and effective display, is the gradation in the widths of the shelves, the upper one being 18 inches, the second 27, and the lowest one 36 inches. We have seen a number that were of uniform width, but in these the goods did not show up to any better advantage than in ordinary shelving, the goods on the lower shelves being partly hidden by the upper boards. Here with the outward slope towards the bottom, all can be seen, unimpeded.

## Can Look Over It

So far as other measurements go, the length of each shelf is 5½ feet, and the height of the top from the ground is four feet. There is a point in both of these measurements: the width does not interfere too much with the centre of the store as a wider fixture does in some stores, while the height, four feet, allows a view of the rest of the store above it. This is an important point, and one that is being given special attention by some of the largest stores in Canada, particularly dry goods. The fondness for the high fixtures in the centre, hiding a view of everything beyond them, from whatever angle they are viewed, is fast passing away, and in place of them are being installed lower fixtures, with the goods more easily reached by the clerks, and allow-



Sketch of fixture when in use which demonstrates its possibilities.

ing everyone to see clear across the top to other parts of the store. Without this the apparent size is cut down seriously for the public, and one clerk does not know what is passing elsewhere, and co-operation in waiting on customers is made more difficult.

## Used for a Single Line of Goods

So far as the use of these stands is concerned, one or two suggestions from the experience of the Myers store may be helpful. Sometimes all three shelves are used for one line of enamelware, say, for granite. This as a rule makes a more imposing picture. Then the larger pieces are kept for the bottom shelf and the rest graded.

## Price Tickets

Another very important consideration is the price ticket, 10c, 15c, 25c, 49c, 75c, and so on. If you want to get the maximum selling value out of this fixture, put price tickets on the front of each line, grouping prices if you must, singly if you can. The customer then knows at once what a certain piece she fancies will cost, and she can go up to the clerk and say, "I'll take this." Otherwise she has to ask several questions probably before she gets sufficient information to make a choice—wasting, or at least taking up needlessly the clerk's time, as well as her own. This may seem like repeating "price ticket advice" that has appeared already in Hardware and Metal scores of times, but for all that, the failure of so

many merchants to follow it out shows that it can stand another repetition.

## Other Uses for the Fixture.

In arranging the goods on these shelves, one style of enamelware might be used on one, and another on the second, and a third on the top, but an arrangement according to size would seem best. Probably it will occur to some merchants—as is done in a Hamilton store—to arrange the goods on each shelf according to size, the smallest saucepan, say, at the left, the next larger adjoining it, and so on.

This stand, of course, need not be confined to enamelware, but could be used for tinware, or a good "house-cleaning" display could be made, the larger goods on the lowest shelf, and so on, and a large and attractive card being hung down from the ceiling just above it, or on top, and smaller price cards for each article.

## EXHIBIT OF ENEMY GOODS

Ottawa, Ont.—Details of the exhibit of samples of enemy goods, which is to be shown in Montreal early next month and later in Toronto, are contained in a bulletin issued by the Trade and Commerce Department. The articles are of a great variety and include textiles, haberdashery, fancy and leather goods, glass ware and crockery, hardware, enamel goods, tools, cutlery, electro goods, etc.



# HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, SEPTEMBER 16, 1916 No. 38

## THE HUMAN ELEMENT

ELSEWHERE in this issue is a description of the Social Service Department of Goodwin's Limited, Montreal. The improved efficiency of the sales force in this store followed a sympathetic study of their wants, that resulted in a practical alleviation of some of them. It illustrates, once again, the vast importance of the human element in any undertaking. The inculcation of enthusiasm and interest in a sales staff should be the most important object of a manager. Without that all other aids are a mockery.

A smaller store cannot duplicate the efforts of a large department store in this respect, in a material way. But in spirit they can improve on the other. The small store and staff offers opportunity of intercourse and understanding that is denied the big fellow. Therein lies the small retailer's opportunity with his staff. The importance of this field of effort is indicated by the spread of the Social Service idea amongst the most successful of the larger concerns.

## BUILDERS' HARDWARE UP AGAIN

AN advance of approximately 10 per cent. on all lines of builders' hardware went into effect in Ontario during the past week. In Quebec an increase is anticipated. This makes the third or fourth increase in this line of goods during the year. The demand for builders' hardware is not large at the present time, due to the small amount of building going on. The advance applies to every line made by Canadian builders' hardware manufacturers. The upward tendency, it is asserted, has been occasioned by the high price of raw material and the difficulty in securing labor.

## IT IS INEVITABLE

THE situation with reference to paper supply is growing more serious all the time. Recently a conference of newspaper publishers was held at Fort Frances, Ontario, at which the head of one of the large paper mills gave the reasons for the shortage and the high prices which now prevail. The shortage followed a severe scarcity of raw materials and of labor; the higher prices are the result of higher wages and a most unprecedented jump in the cost of all the materials that go into the making of paper. However, all this is now more or less familiar to the public. The real point of his address was a prediction that paper prices would remain high, even after the present crisis is passed.

With this possibility, nay certainty, facing them,

publishers all over the country are taking the only course open to them. A sheaf of clippings is before the writer containing information of advances announced within the last few days in subscription rates.

Reading matter is the only item of every-day life that has not advanced of recent years, but the inevitable has now come to pass. Subscription rates must go up or publishers must cease publishing. That the public will accept the situation fairly and sensibly is a foregone conclusion.

## CHEQUES AS RECEIPTS

RECENTLY, a merchant declared himself annoyed because a manufacturer had neglected to send him a receipt for a cheque in payment for goods received. This prompts the reminder that when payment is made by cheque a receipt is never necessary. The cheque itself is a receipt. If it is wanted for file purposes the drawer can recover it again from his own bank and place it on file, and in any case the stub of his cheque-book is sufficient to remind him that he has paid the cheque, which cheque has been paid by his bank for him. Moreover, in due time, any and every cheque comes back to the drawer from the bank wherein his money is deposited. Positively no receipt is necessary. Moreover, it is not now customary. Efficiency is our modern watchword, and it is inefficient for a payee to have to make out a receipt, employing time and trouble, and spend stamps in mailing it, when all the time the cheque itself was as valid and sure a receipt. In days of old when money was paid for accounts in cash or in bills, some acknowledgment thereof was necessary. Payment by cheque entirely obviates this necessity. Our friend need not feel aggrieved because the manufacturer neglected to send him a receipt. The mere acceptance of his cheque was receipt enough.

## GALVANIZED SHEETS WEAKER

DUE to the influence of a weaker spelter market, the price of galvanized sheets has shown a noticeable weakness. One of the Canadian manufacturers has already reduced his prices by about 25 cents on each of the various gauges. Another Toronto jobber stated their prices would probably be readjusted downward about the first of next week.

In the face of this the agents of one of the large United States firms stated last week that the price of their products would probably be upward. The general opinion seems to be toward slightly lower levels.

THROUGH a typographical error last week it was stated in these columns that gasoline could be secured at one of the large service stations for 18 cents per gallon. It should have been 28c. "Lead me to it at that price," stated one interested party.



# To Meet the Mail Order Menace

The Relation of the Post Office to Mail Order Activities — What the Retail Merchants Must Do to Combat the Growing Power of Catalogue Houses.

THE following is a verbatim report of an outstanding address delivered by E. M. Trowern, secretary of the Retail Merchants' Association of Canada at the Manitoba Provincial Convention.

The subject of "Mail Order Houses," commonly so called, and how they should best be dealt with so as to retain in the community the trade that properly belongs to it, is one that has caused many writers and public speakers as well as representatives of the Government, both in Canada and in the United States, a great deal of thought and consideration.

In order to deal with this subject properly, we must consider it in its broadest and fullest sense, without fear or prejudice, as to how much, or how little trade these concerns may or may not secure in any municipality in which they do business, through, and with the assistance of the P. O. Dept. of Canada.

In the wisdom of the Government and of the people of Canada, it was decided some years ago that provision should be made to establish a postal system under Government management to carry letters, circulars, newspapers, journals, magazines and parcels, not only throughout Canada, but under reciprocal arrangements to all parts of the world.

In Canada there are about thirteen thousand Post Offices of which about five hundred are owned by the Government, and have been built under the direction of the Department of Public Works, and the other twelve thousand five hundred are owned nearly altogether by retail merchants, who receive a small sum per annum from the Post Office Department at Ottawa as rental, and who also receive a small sum for their services as post masters. The appointments to these positions are generally made to those who are supporters of whatever Government may happen to be in power when such positions are vacant. This system also applies to the appointment of all postmen, throughout Canada, including officials of the Department. Many persons are under the impression that the entire postal service is owned and operated entirely by the Government, but this is not the case. The Post Master Generals' Office at Ottawa, and the post masters, and the postal clerks, and postmen, who are engaged in the five hundred post offices that belong to the Government, are paid by and are in the em-



ploy of the Government. The transportation of the mail, on railroads or steam boats or by rural mail carriers, and the collecting of the mail in many municipalities, and throughout a vast number of places in Canada, is all done under a

contract with private persons or privately owned company railroads.

According to the receipts and expenditures of the Postmaster-General's reports, the sale of postage stamps for the delivery of letters, leaves a margin in favor of the department, but the delivery and the handling of parcels causes a large deficit, and absorbs far more than the profit that is made by the handling of letters. By some of the members of the Government this loss is not admitted. They fail to recognize the fact that all alterations, repairs, cleaning, caretaking, lighting, etc., are charged to the Department of Public Works and not to the Postmaster-General's Department. This, we think, is not a proper system of bookkeeping, nor a proper method of conducting the department.

In our opinion the entire cost, no matter what the cost of the Post Office Department may be, should be charged to that department, and each service in that department should be self-sustaining. If the sum of two cents is too large an amount to carry letters throughout Canada, the cost should be reduced and the rate that is now being charged for carrying parcels, which is too low, should be increased, so that this service will not only be self-sustaining but so that it will pay the rural postmasters and the rural mail deliverers a better remuneration, than they are now receiving.

These statements are made to show the provision that is made to conduct a mail order service throughout Canada, and the manner in which it is carried on. It must remain unquestioned, that a postal system is needed, whether it be conducted under Government contract, or partly by Government ownership and partly by Government control, but the main thing that we must insist upon is, that it must not be conducted for the benefit of a few mail order houses at the expense of the people. The question here might properly be asked, what proportion of the mail order service of the P. O. department is used by the merchants generally throughout Canada, in proportion to those concerns known as purely mail order houses. It is our belief that the purely "mail order houses" use the service at the present time to a far greater extent than the ordinary merchant, for reasons which we will explain further on.

In considering any proposal to tax or collect a further charge from mail order houses than the charge paid to the P. O. department when the parcel is shipped, the same would have to apply to all catalogue houses alike that sold goods delivered by the use of the P. O. department, or a distinction would have to be made specifying who should or



The country is flooded by mail matter from these well organized catalogue houses.



should not be asked to pay the additional tax. Take, for instance a merchant who sold automobiles and automobile parts, of a certain make, or a dealer in farm implements, or an optician, or a merchant who dealt in trusses, or wigs, and who solicited their business through catalogues. If a customer, living in some out of the way country place desired some part to replace a broken part of the automobile, or the farm implement, or the eye glasses, or the truss, or the wig, and they could procure it only from the person issuing the catalogue, do you think that it would be reasonable to put these mail shipments in the same class as the general merchandise shipped by what is known as the common "mail order house?" We think that it would not and if we argued in favor of any such plan we would arouse a just opposition that would react against us and injure our cause.

Canada is, as yet, a sparsely populated country of great extent, and those who are isolated from the cities, towns and villages must be considered, as well as those who use the mails, such as retail merchants, dentists, doctors, and others, who have delivered to them, by post, parcels from the wholesale houses and from the manufacturers. The question we have to consider then resolves itself into this:—Is there any better way of delivering small parcels, to any and every part of Canada than it is now being done by the parcels system? To send small parcels by express would limit them to places where the express companies have their offices, and the same would apply to shipping by freight, which in the case of some retail merchants would be out of the question.

As it therefore seems impossible for us to do without the parcels post service, the cause of our trouble must lie with its use, and abuse, and not with the fact that the service exists. Let us now ask ourselves, what is our complaint against those who use the parcel post system and whom we designate "mail order catalogue houses." To condemn the issuing of all catalogues would not only be unwise but it would be absurd. Catalogues are issued by nearly every manufacturer, illustrating the lines of goods they manufacture, and these catalogues are a great help to both the whole-

sale and the retail trade. Many retailers take orders from their customers for various patterns of goods that they do not happen to have in stock, from wholesale or manufacturers catalogues, or they hand out to their customers, or mail to them, catalogues of certain special lines of goods that they are agents for, and which they have had prepared and printed, or which have been supplied to them by the manufacturer. Retail jewelers, dry goods merchants, hardware dealers, sporting goods dealers, piano and musical instrument dealers, merchant tailors, boot and shoe dealers, hatters and furriers, etc., etc., all issue catalogues. Some of them find that it pays them to do so, others find that it pays them better to advertise in the press, and in other ways. Some quote prices in their catalogue, others do not. Whether a catalogue is published, or a large or small space is taken in a newspaper, illustrated or not illustrated, and with prices quoted or not quoted, or whether a leaflet is published, if the mail ordering public be reached through the use of the mails, if the mails carry parcels at a loss, the effect is just the same.

The loss that the Government is making by carrying goods through the mails at less than the cost of the service, applies equally to goods that are honestly made and honestly advertised, as it does to goods that are dishonestly made and dishonestly advertised. The first step then, that should be taken in this matter by our Association, is to insist upon all goods that are delivered through the mails being delivered at not less than the cost of the service.

The real fault then, that must be remedied does not lie in the fact that a firm publishes a catalogue, or a circular or places an advertisement in the press, or does a purely mail order business through catalogues or not, but it lies in the possibility of statements that are printed therein being false and misleading. Therefore, the second step for our Association to take is to see that all persons who falsely advertise goods whether in catalogues, in pamphlets, in the press, or in any other manner, shall be prosecuted and in common fairness this surveillance must extend to other ways used to attract the buying public such as show-windows, etc., and proper financial pro-

vision must be made by us for that purpose.

One of our troubles in the past has been in too often allowing all sorts of false statements to be published in the press and by mail order houses and by others without contradicting them, and the public have accepted these false statements as the truth. Not long ago a company was formed in Ontario called the "Canadian Mail Orders" Limited. A prominent solicitor and member of the Ontario Legislature was president, an ex-Minister of Agriculture was vice-president. It was a chartered company with authorized capital stock of \$1,000,000.00 divided into shares of \$10.00 each. An elaborate prospectus was prepared, and the usual stock promoters were let loose as benefactors to benefit the unsuspecting and innocent public, and to do away if possible with what they called the "middle man's" profit. Among the arguments that were used the following appeared.

"It is the only intermediary between its customers and the manufacturers, and it eliminates thereby a tremendous profit which now goes into the pockets of the wholesale and retail merchants."

"Its customers are enabled to buy their goods at prices which mean a saving to them of from 20 to 40 per cent."

"The first preference stock holders shall receive a dividend of 7 per cent., and just as much more as the amount of business done permits—probably 50 per cent."

"In addition to the above every shareholder will be entitled to receive 5 per cent. on all of their purchases from the company's catalogue."

To further show the prospective shareholders what they might expect and so as to induce them to invest, the following illustration was given:—

"Ten years ago a Chicago capitalist invested \$40,000.00 in a mail order business. He was connected with the business for six years and sold out at that time for considerably over one million dollars, in addition to having received very large annual dividends during that period. In six years the mail order business had netted him over thirty times his original investment."

"We ask you, therefore, what may be





expected from our plan where we have thousands of persons holding shares all over the Dominion, each one helping the business not only by dealing with the company, but by telling his neighbors how cheaply he can buy everything through us.

"It means a saving to you of from 20 to 40 per cent. on your purchases, or in other words, you get the profit which now goes to your local dealer. Isn't this a strong reason?"

These arguments show some of the deceptive methods of the "mail order catalogue house" scheme. How can any business pay those who invest their money in it as high as 50 per cent. or 60 per cent. and at the same time save 20 per cent. to 40 per cent. to those who purchase goods. Needless to say our Association took active measures to expose the scheme, and those who had associated themselves with the promoters backed away from it. Not, however, until the promoters secured a large amount of the money subscribed, to pay their commissions. The directors were compelled to make a personal loss, to say nothing about the loss made by those who subscribed for the stock.

Some merchants say that the best way to compete with illegitimate and unfair trading mail order houses is to enter into competition with them. This is a task that no honest retail merchant desires to succeed in, unless he follows the plan adopted by "unfair-training-mail-order-houses," and casts aside his honor and his conscience, and is prepared to have special lines of well-known articles made of an inferior quality, to look like articles of reputable make, such as:—

"Washing boilers made out of thinly rolled metal with light copper bottoms," to imitate those of standard size and weight.

"Spools of thread made with more wood and less cotton?"

"Paint containing no white lead, but advertised as containing all the best and purest ingredients."

"Mustard, advertised as "pure" when it was so inferior that it could not be told from corn meal."

"Tables advertised as "solid oak," which contain no oak whatever."

"Silverware advertised as being of the best quadruple plate, and found to be of the cheapest and most inferior quality and bearing false marks."

"Sausages, advertised as being 'pure country pork sausages our own make,' containing no pork whatever and violating the Pure Food Act."

"Silk blouses at very special prices that were a poor imitation of silk," and hosts of other articles, described in the same deceptive way.



Unless a merchant is prepared to sacrifice his honor and his conscience, he could take no part in a performance of this character, and he would be well advised to make no attempt to conduct an illegitimate business of that sort.

Other merchants think that the trade of these "illegitimate and unfair trading mail order houses," as well as the trade of the fair trading mail order houses" could be to a great extent secured if the retail merchants would unite together and form co-operative buying syndicates so that they could buy in larger quantities direct from the manufacturers, and by buying at lower prices be able to compete with these concerns. This plan may sound feasible to some, but there is an old saying, which may be quoted in this connection, "Two wrongs never make one right." If we think that the principle of co-operative buying is wrong when conducted by our customers, why should we consider the principle right when it applies to the customers of the wholesaler."

We strongly oppose co-operative buying, and we need not expect that the wholesale trade will sit quietly down and let us do to them what we are endeavoring to prevent our customers doing to us. Not very long ago a retail merchant in a Western town in the Province of Ontario, came to my office to seek some advice. He stated that he had been conducting a general store in a prosperous village for some years. Of late he found that his trade was falling off and that what trade he was getting was nearly all charged on his books. Upon investigation he discovered that the farmers in his locality had formed "Co-operative Buying Clubs" and that they were buying their groceries, binding-twine, under-clothing, nails and blankets, and a host of other things in car load lots and dividing them up among themselves. He wanted to know what I would advise him to do. I asked him if he knew the firms that the farmers bought their goods from. He said he did not, but perhaps he could find out the names of a great many if not all of them. I knew that even if he could it would take some time for us to place the facts before them and ask them to discontinue their practice. So I asked him if he knew the farmers who were in the club, and he stated that he knew nearly all of them as

he was born in the district, and his father had carried on the same business for many years. I advised him to prepare a list of all of the farmers who were in the club, securing their proper initials and addresses, and make out two or three lists of them all, and have them typewritten and hang them up in his shop, placing as a heading on the top that he was born in the district, and his father had carried on the same business for many years. I advised him to prepare a list of all of the farmers who were in the club securing their proper initials and addresses and make out two or three lists of them all, and have them typewritten and hang them up in his shop, placing as a heading on the top the words "Members of the Co-operative Farmers Club in the County of ———" and when any of these members came in to buy anything, quote the regular price, but state that if his or her name was on the list, that was hanging up in a prominent place in the shop, that you must add a percentage of not less than 10 per cent. and explain the reason why, also stating that the terms must be net cash, as you could not give any person, whose name was there, any further credit. He followed my instructions and the next time he came to Toronto he called in and he was delighted with the manner in which the plan worked. It was not long before all the farmers, both those who were in as well as those who were not in the club, knew it. Many came in just to see if their names were really there, and they read the names all over. Some laughed, some said nothing, and others thought that the retail merchant was doing the right thing. One member thought that the result of his explaining "why" would be that he would get all his old customers back with new ones added.

This is merely one simple and yet effective method. Another similar method to meet the mail order houses catalogue has been adopted by some retail merchants.

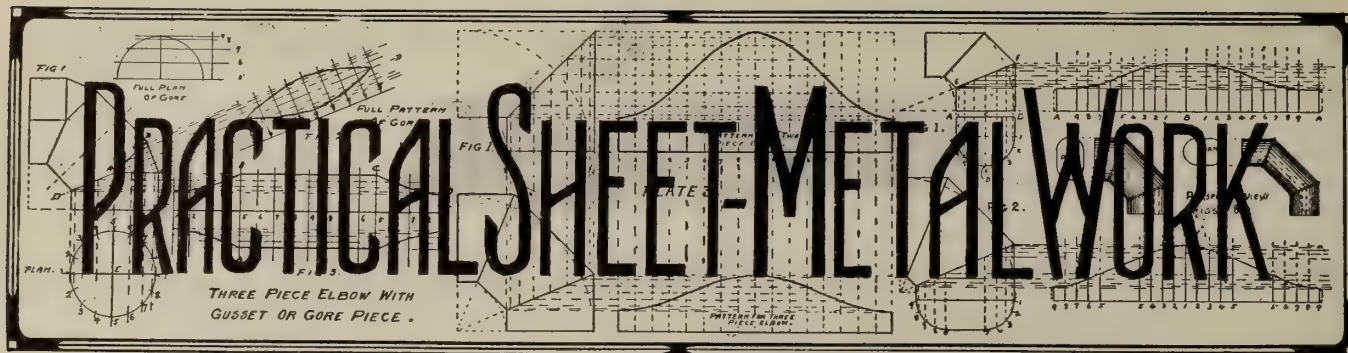
(Continued next week.)



## REDUCING THE COST OF LIVING.

The New York Commissioner of Foods and Markets is reported to have stated at the time when a general railroad strike seemed certain that his department would take advantage of the situation to reduce the cost of living for the citizens of New York. He explained that this would be possible by the use of motor trucks and boats which could bring produce and other foodstuffs into the city without passing through the hands of the middlemen.





BY THOMAS STANFIELD

**I**N plate 27 is shown how the patterns for inside and outside mitres for an eavetrough may be developed. It is not by any means a difficult one to make. The same method is followed for all kinds of moulding, or other cornice work where mitres are required.

Fig. A1 is a perspective view of an outside mitre. Fig. B2 is the perspective of an outside mitre.

We will now proceed with the developing of the pattern. First draw an elevation plan and size of eavetrough required as shown in Fig. C. It may be here stated that while the trough we are

showing is a simple half round one, it does not matter what style or size is required, the same method is adopted.

When plan as shown in Fig. C. has been drawn erect vertical line B.D. being the total length of material required, then draw horizontal lines A, B, C, D, these being long enough to make the two pieces of the mitre if new material off large pieces is being used up, but if small pieces are to be used any size large enough.

Having drawn lines A, B, C, D, forming almost a square as shown, proceed by spacing off pattern as shown in Fig.

C, viz.: B, G, x 1, 2, 3, 4, 5, 6, 7, 8, 9, x1, x2, x3, x4. These spaces being necessary to form the stretchout, transfer these spaces to vertical line B, D, as shown, then erect lines as shown from x, 1, 2, 3, etc., in Fig C. Next draw horizontal lines, G, x 1, 2, 3, 4, 5, etc., so as to intersect the various vertical lines of the same numbers. Then draw line as shown where these vertical and horizontal lines meet or intersect as shown, this being the pattern. The portion marked Fig. A being pattern for outside pattern as shown in plan A1. If  
(Continued on Page 33.)

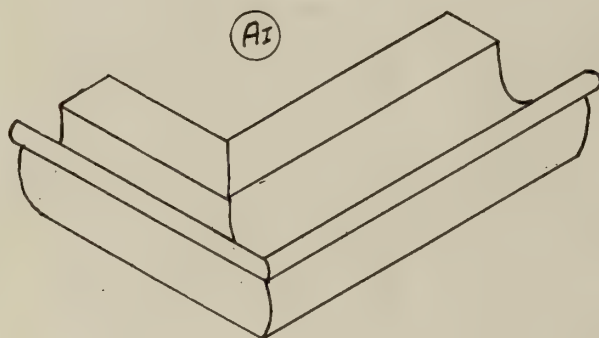
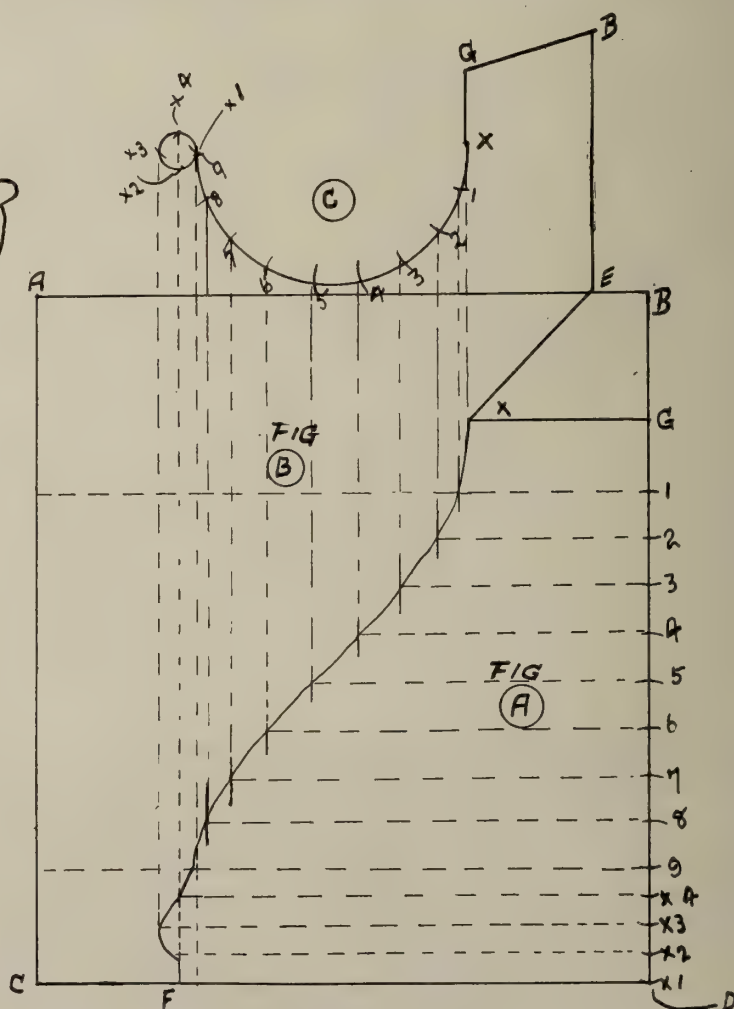
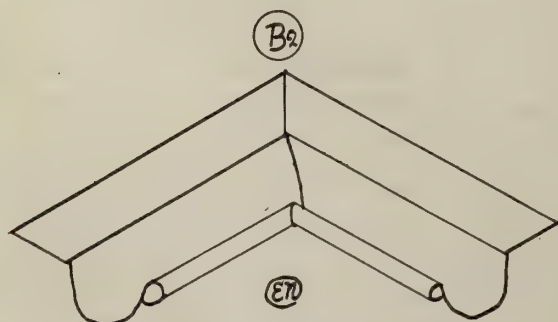


Plate 27





# WHAT OTHER PAPERS SAY

## UNFINISHED STEEL AFTER THE WAR (From American Metal Market.)

The following represents substantially the present alignment between raw material, semi-finished steel and finished steel:

Pig and scrap, about \$17.50 delivered (about \$16.50 for scrap and \$18 valley for basic pig iron).

Billets and sheet bars, \$45 to \$50 but so scarce as to be almost unquotable.

Finished steel, \$52 a net ton, represented by bars, shapes and wire nails at precisely this price.

Thus unfinished steel is very high in relation both to raw material and to finished product. What will be the alignment after the war?

Certain changes will occur before the war is over and other changes will occur when it ends.

Large increases are being made in steel making capacity, greater than are being made in finishing capacity. There are plans for some additional finishing capacity also but in general the completion of finishing capacity will lag behind that of steel making capacity and in the aggregate it looks as if the plans for steel making capacity greatly exceed in tonnage those for finishing capacity.

When the war ends there will be a great curtailment in the amount of unfinished steel sent out of the country, the exports being large now in soft steel in ingot, billet and sheet bar form, and in shell steel in the form of forging billets.

There will also be a sudden expansion in the amount of semi-finished steel available in proportion to the tonnage of ingots made, because so much shell steel is now being made with very liberal cropping both from the ingot and from the billet. The same thousand tons of ingots will produce a larger quantity of billets than at present.

Thus it would appear that while at the present time billets and sheet bars are now very scarce, and are very high relative to raw material or finished product, they are going to be relatively plentiful and therefore relatively low in price.

## CAUSES OF BUSINESS FAILURES.

(From Price Current Grain Reporter.)

It certainly takes some of the joy out of the lives of those who try to think sanely on economic subjects (on the art of making a living) and hope to influence others to think in the same way to have a Government official of so high a rank as Mr. Edward N. Hurley, of the Federal Trade Commission, declare, as he is reported to have done to the Illinois Manufacturers Cost Association at Chicago, that "90% of the business failures in the United States last year resulted from cut-throat competition prices, for such a statement is pure dogmatism and unwarranted by the facts.

A far more authoritative exponent of such matters than Mr. Hurley (we say it with all due respect to Mr. Hurley) is "Bradstreet's Journal," the mouthpiece of a company that has made a business of studying business success and failure, and the causes therefor for a great many years. In an article on January 29, 1916, "Bradstreet's" said that it is worth noting that in 1915, as in 1914, all extraneous causes of failure—those over which the individual himself had least control in the conduct of his business—had more influence than in some other years; yet in 1915 only 25.6% of the actual business failures in the United States were due to causes other than the faults of those failing, and this proportion was then the highest in a

generation. In the light of such testimony by "Bradstreet's," which is based on specific reports, saying that "90% of the failures resulted from cut-throat competition prices," is mere assertion or support of a doctrine that Mr. Hurley and his hearers happened to be promoting. As a matter of fact, "Bradstreet's" credits "outside competition" with only 5.7% of the failures of 1915, and adds that this proportion was greater than any year since 1900. Take, then, the whole number of business men in the country (in 1915, 1,770,914), of whom only 1.07% failed in business that year, and then figure 5.7% of 1.07% of that number and you may find the number who failed because of competition. Then compare it with Mr. Hurley's dogmatic 90%! Isn't it a fact that "competition" is practically a negligible cause of failure rather than the major one?

The fact is Mr. Hurley is exploiting a doctrine, and cultivating a doctrine is one of the most insidious underminers of mental equilibrium. His thesis was that when men know what it costs to do business they will not cut prices, which is as far from the mark as his argument in support of it. The fact is, and we are now writing to grain dealers, that success in business depends on skill in the art of merchandising, supplemented by all those talents, congenital and painfully acquired, that go to make up the efficient man.

## THE RETURNED GOODS PROBLEM.

From N. Y. Journal of Commerce

The wholesale grocers of Los Angeles have discovered a way to solve the problem of returned goods, a subject which is alike a source of much annoyance to jobbers and manufacturers everywhere. They have united on a circular, signed by the six jobbers of that section, and mailed to every retailer in the district, which in substance provided as follows:

1. Return on Order Only.—Drivers are not allowed to pick up goods to be returned except on order from the office. Customers outside the delivery zone must first send in a list of goods which they wish to return and await disposition.

2. Returns by Express.—All returns from outside the free delivery zone should be by freight. Should a customer return by express, the difference between freight and express will be charged to him.

3. Verbal Guarantees.—We will recognize no guarantees of sales unless they appear on the face of the order.

4. Holding Returned Goods.—Returned spoiled goods, upon which no credit is allowed, will be held thirty days and if not called for in that time, will be destroyed. Goods held awaiting disposition by broker or manufacturer will be destroyed after thirty days.

5. Labels.—Labels will not be accepted instead of the goods themselves, except upon authority from the office.

6. Shortages.—Shortages must be reported to the office for adjustment. Salesmen are not allowed to make a deduction for same in a settlement.

7. Quantity Purchases.—Customers returning a portion of a quantity price purchase will be credited so that the portion returned will be owned at the price proper for that amount.

8. Spoiled Goods not Returnable.—The following spoiled goods are not guaranteed and no credit will be allowed on their return.

All Shop Worn Goods.—This applies to the condition of the outside of the package and does not refer to the contents; unlabeled or empty cans.

Currants.—Will reclean at customer's expense.

Cheese.—Will sell to cheese men and give credit for amount obtained.

Prunes.—Will reprocess and return at customer's expense.

9. Spoiled Goods Returnable Under Certain Conditions.—The following are returnable for credit:

Spoiled Salt Fish.—If returned within ten days after date of delivery.

Spoiled Dried Fruit.—If returned within ten days after delivery.

Spoiled Cheese Uncut.—If returned within ten days after date of delivery.

Spoiled Canned Fruit, Vegetables and Fish.—If returned before July 1 following date of delivery. Customers are requested to return spoiled goods as soon as discovered.

Spoiled Libby's Chipped Beef and Sliced Bacon.—If returned within ninety days after date of delivery.

Spoiled Beech-Nut goods will be credited with 50 per cent. of the value.

Spoiled ham, bacon and suetene will be subject to the disposition of the packer.

10. Spoiled Goods; Inspection by Broker Necessary.—The following goods are not returnable to jobber, but must be inspected at the merchant's store by broker or manufacturer's agent, who will give disposition:

Schepp's Coconut, Dunham Coconut, Force, H. O. Oats, National Oats, Albers Bro. Goods, Ghirardelli Chocolate and Cocoas, Quaker Puffed Rice and Wheat, Carnation Wheat, Post Goods, Golden Egg Products, Pfaffman Paste Goods, National Starches, Quaker Oats.



## PRACTICAL SHEET METAL WORK

(Continued from page 32.)

the eavetrough happens to be one of the same style as shown, viz., a true half circle, the portion marked Fig. B will be pattern.

Before concluding this answer to inquirer let us here mention that in a shop where a large amount of eavetrough work is done, a great deal of scrap may be used up in making these mitres, and the work is interesting to the apprentices.

It is of course well known that these mitres can be bought very cheap, but we must consider that the time on such jobs is well spent, and to the lad in the shop learning his trade, the employer has a duty to perform. He will reap a greater benefit in the end than the actual cash value saved in buying these ready made.



The Eastern Hardware, Melfort, Sask., has opened for business. A full line of hardware is carried, including harvest tools, forks, scoops, oils, greases, wire, etc.; also a line of trunks and valises.



# EVENTS IN THE TRADE

## CONVENTION IN OHIO CITY

Geo. O. Vair, foundry foreman of the R. McDougall Co.'s works, Galt, Ont., left on September 9 to attend the convention of the American Foundrymen's Association, which is to be held in the Ohio City from September 11 to 16.

## NEW STORE FOR INNISFAIL

The Day Hardware Company are establishing a branch store at Innisfail, Alta., in charge of Mr. Dan Smith. The firm believe the two stores will give them greater advantages in purchasing and in prices to their customers.

## ANOTHER JETTY FOR FRASER RIVER

The Marsh Hutton Power Contracting Co., of New Westminster, British Columbia, recently received instructions from the Dominion Government to proceed with the construction of the third unit of the large jetty being constructed at the mouth of the Fraser River for the purpose of confining its channel. This unit will be 10,000 feet in length, and will cost about \$500,000. It is proposed to construct another jetty on the opposite side of the river in order to keep the channel automatically clear.

## HEAD OFFICES MOVED TO OTTAWA

Following out the resolution passed at the last convention of the Dominion Board of "The Retail Merchants' Association of Canada," held at Winnipeg, the head offices of the association have been moved to Room 16, Citizer Building, Ottawa.

E. M. Trowern, secretary of the Dominion Board, will make that his headquarters, from which all information regarding the work of the association will be distributed to the various secretaries of the Provincial Boards of the Association, who are located throughout Canada.

## CHANGE IN FORM NAME

Twenty-eight years ago there was established in Brantford the well-known hardware house of Howie & Feely, which is to-day undergoing a change of firm.

The name of the firm is being changed to Howies', and will be composed of J. S. Howie, who has been connected with the business since its inception, and his two sons, James A. and Wilfred C. Ho-

wie. Both of Mr. Howie's sons are thoroughly familiar with the hardware business in all its phases and their addition to the firm will mean much for Brantford.

James A. Howie was formerly with the Aikenhead Hardware Co., Ltd., of Toronto, and was for some years city representative. He has made a specialty of tools and factory supplies. His brother, Wilfred C. Howie, has for some four years been with Hickey's, of Toronto, during the latter part of that time having charge of the store.

## BUSINESS NOTES

H. A. Wallace has started in the hardware business at Olds, Alta.

E. H. Davis, Toronto, is removing his hardware store to Sunderland.

L. D. Fulton has moved his implement store from Clinton to Stratford.

The Magrath Hardware Company, Magrath, Alta., is building a new store.

W. O. Beatty, hardware merchant, Neelin, Man., has sold out to J. M. McKay.

Fred G. Young, of Young, Sask., has decided to close out his hardware business.

Joseph Weber has accepted a position with the Independent Oil Company at Swift Current, Sask.

W. M. Reber, Burdett, Alta., has sold his hardware stock to Southern Alberta Hardware Co.

J. R. Hannah, hardware merchant, Vonda, Sask., has sold out his business to Roulstone Bros.

John Watt is succeeding Brownlee & Co., Smith's Falls, in their bicycles and sporting goods business.

Melfort, Sask.—The Eastern Hardware, opposite the Humboldt Hotel, is now open for business. A complete line of hardware is carried.

## PERSONAL

Alexander Patterson representing Henry Rogers, Sons & Co., of Sheffield, England who is on his annual trip to Canada has returned to Montreal after a months trip to Newfoundland. Mr. Rogers reports that the Colony is experiencing an unusual degree of prosperity at the present time largely as a result of the high price of fish although a large shell business was noticed also. He reports an active business in anchors and chains and a generally active business in the Maritimes.

F. H. Claypole, Ponteix, Sask., has sold his hardware business.

Skinner Bros., Munson, Alta., have sold their hardware business.

## SAWS AND PLANES GO UP

While Hardware and Metal is about to go on the press a telegram from Montreal stated that the list price on wood planes had been changed to 25 per cent with fancy wood planes 10 per cent. off list. All S. & D. saws have been increased in price, the new discount being 15 per cent. off list as compared with the former list price of 25 per cent. off.

## WELL KNOWN TOOLMAKER DEAD

Richard W. Proctor, son of the proprietor of Buck Brothers, edge tool manufacturers, Millbury, Mass., died at his father's summer home at Falmouth Heights, Mass., on August 20, 1916, after a short illness of a little over two months. Mr. Proctor associated himself with his father about eleven years ago, and had advanced by strict attention to business to be superintendent and manager. Mr. Proctor was well known to the hardware trade, especially in New York City, where he visited several times each year.

## NEW TERMS OF CREDIT

Practically all the paint companies of Canada have agreed to change the terms of credit hitherto existing in the trade. The new terms provide for two per cent. discount for cash in 15 days from date of shipment or net cash 60 days. Oil and turpentine will remain as before at net 30 days. The new terms will take effect on October 1, 1916. The companies assert that all raw materials for cash had made this action necessary.

## LINSEED OIL WEAK

The price of linseed oil remains at \$1 per gal. for raw, and \$1.03 for boiled. There is a big spread between these figures and those quoted in Toronto and Montreal, and it would not be surprising if these quotations were dropped four or five cents before long. There is a good normal demand for glass just now, especially from the country. September is the big month for glass, when supplies are got in to meet the demand for storm windows. Quotations on glass remain very firm.



## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

**1040. Cotton duck bags for flour.**—A well-established firm of manufacturers' representatives would like c.i.f. prices Buenos Ayres, from Canadian mills for flour bags, size 73 by 58 centimetres; must weigh exactly 250 grams. Sample may be inspected at the Department of Trade and Commerce, Ottawa. Business to be on a cash basis.

**1044. Asbestos fibre.**—A British firm of contractors in Buenos Ayres require prices f.o.b. on asbestos fibre for the manufacture of shingles. Particulars as to packing and the probable cost of freight at the time of writing should be supplied. Sample may be inspected at the Department of Trade and Commerce, Ottawa.

**1050. Representation in Belgium.**—A Belgian correspondent now resident in England is desirous of making arrangements for representation in Belgium after the war of Canadian manufacturers.

**972. Firebricks.**—An old-established hardware firm in Barbadoes is inquiring for Canadian firebricks.

**985. Stoves.**—One of the largest wholesale and retail houses in Newfoundland desires to be put in communication with Canadian manufacturers of steel ranges and stoves.

**991. Wire nails.**—A Leeds firm is in the market for twenty tons of wire nails.

**992. Engineers' tools, chucks, etc.**—A Leeds firm of ironmongers desires to hear from Canadian manufacturers of engineers' and joiners' tools, and especially 4-inch, 6-inch and 8-inch self-centering chucks.

**993. Wood handles.**—A Sheffield firm using 100,000 garden shear wood handles annually, desires to be placed in communication with Canadian exporters. Although the importation of wood manufactures is now prohibited, it is desired to open negotiations for after-the-war business.

**995. Steel billets and blooms.**—A Sheffield firm wishes to receive quotations from Canadian firms in a position to export the above.

**999. Hardware, leather and felts used by piano manufacturers.**—An Edinburgh firm would be glad to get in touch with

exporters of Canadian products suitable for this trade.

**1107. Enamelled ware.**—A firm in Bristol desires to be put in touch with enamelled ware manufacturers in Canada.



## CATALOGUES AND BOOKLETS

### Electric Motor Catalogue

T. W. Broadbent, Huddersfield, England, have recently issued a leaflet No. 3 of Catalogue No. 5 dealing with their "M" type continuous current motors. The leaflet contains a specification covering the principal features of these motors, together with illustrations, while price lists and shipping weights are included for the various sizes. Copies of the leaflet may be had on application.

### Auto Starter Circular

Auto starters for squirrel-cage induction motors are the subject of circular No. H-7001 issued by the Canadian Westinghouse Company, Hamilton, Ont. The construction and principal features of these auto-starters are described fully, accompanied by several tables. The illustrations show different types of this apparatus and also wiring diagrams.

### Remington Centennial Book

The Remington Arms Union Metallic Cartridge Company have recently issued The Remington Centennial Book. It not only marks the anniversary of that company, but also tells some very interesting historical facts about the growth of the firearms industry at Ilion, New York.

### Enterprise Ranges

The Enterprise Foundry Co., Sackville, N.B., have recently issued an attractively gotten up and well illustrated catalogue, featuring their stoves, ranges and furnaces.

### Forges and Blowers

An attractive catalogue has come to hand from the Canadian Blower and Forge Co., of Berlin, Ontario. It contains the line of forges, blowers, and blacksmith tools carried by them.

## HARDWARE LETTER BOX

### Spectacles Wholesale.

R. E. King, Maitland, N.S.—Can you give me the address of any hardware or other dealer where I can buy a few spectacles at wholesale price?

Imperial Optical Company, 15 Wilton Ave., Toronto; Consolidated Optical Co., 400 Richmond St. W., Toronto.—Editor.

## Twenty Years Ago In the Hardware Trade

The following items are taken from Hardware and Metal, Sept. 19, 1896:

A reduction has been decided upon by manufacturers in the price of trunk tacks and nails, and shoe tacks. The increase in discount is as high as 16 per cent. in some instances.

The present is a record year in turpentine; never were prices so low for this article. There has been a steady increase in production month by month during the present season, amounting to an average increase over 1895 of ten per cent. This is more than the world's market calls for, and, consequently, with full stocks at all receiving points, the quotations have been gradually pressed down.

\* \* \*

A meeting of the Woodenware Association of Canada was held the other day in the office of R. & T. Jenkins, Toronto. No change was made in prices and discounts.

\* \* \*

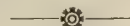
Aluminum, the youngest of all metals, is rapidly coming into general use. It was discovered by Frederick Wohler, a German professor, in 1827; but to St. Clair Deville, a Frenchman, belongs the honor of being the founder of the aluminum industry. The first article made of this metal was in compliment to Louis Napoleon, who had helped Deville—a baby rattle for the infant Prince Imperial.

\* \* \*

Alex. T. Taylor, a well-known hardware man of Carlton Place, has accepted a position with the Toronto Lead and Color Co., and will travel on the southern division of the G.T.R., and southern counties for that firm.

\* \* \*

President Bickerdike, of the Montreal Board of Trade, is busily advocating something at present that will appeal to all Canadians, no matter what their political opinions may be. It is the erection of a statue to the late Hon. Alexander Mackenzie in the Parliament grounds at Ottawa. Mr. Bickerdike is not unreasonable when he asks that the memory of the Liberal chieftain be perpetuated in this way.



Automobile manufacturers report a very prosperous state of affairs with the best demand for both high and low priced cars that has ever been known, more salesmen are now employed than ever before in the history of the industry.

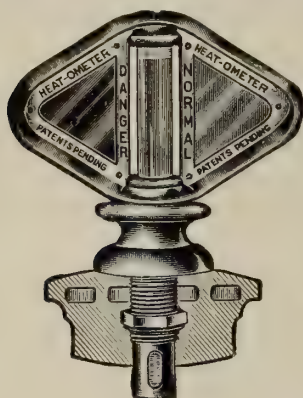


# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### NEW RADIATOR CAP

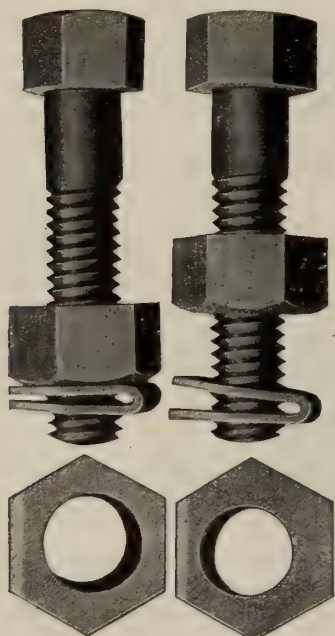
The Heat-Ometer Co., New York, are offering to the trade their new Heat-Ometer. It is intended for use on the radiator cap of automobiles and trucks. It is not only a beautiful radiator cap



ornament, but also a very efficient automatic signal warning against dangerously overheated motor conditions. The central tube changing from pink to deep purple under dangerous conditions, is very striking, and instantly observable.

### LOCKS NUTS FIRMLY TO BOLTS

The Spring Nut Lock Co., Chicago, are introducing an invention to keep

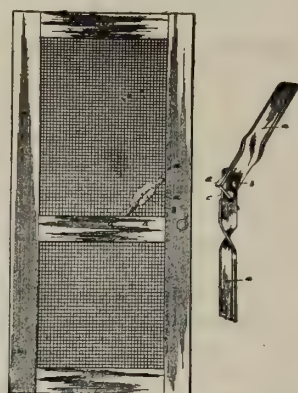


the nuts from working off the bolts, and hold the nut securely at the point place. The lock consists of two octagonal plates of thin steel stamped out of one piece,

leaving a joint on one of its eight sides. Circular holes to fit the required size of bolt are punched in each plate, and the plate is then bent over until the two holes are almost parallel. The joining side acts as a powerful spring. When the lock is slipped on the bolt and both legs engage the thread of the screw, the holes in each of the legs are brought into perfect alignment. Because of this forced alignment of the holes the equally powerful pulling force on one of the legs, and an equally powerful pushing force on the other leg. Tightened into place next the nut, these opposing holds have the tenacity of a vice.

### SCREEN DOOR BRACE

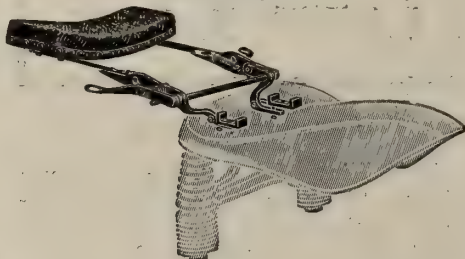
N. Bohannon, Chase City, Va., has invented a new Door Brace. It is de-



signed especially to keep screen doors from dragging on the floor, or lift them up if they have sagged. To attach, put the brace in the door with just bend enough to take up the sag, and with left hand press it in a straight line while with the right hand pull up the door in front.

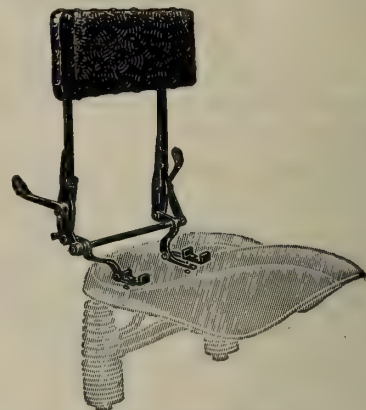
### BACK REST FOR MOTORCYCLE

The Rups Mfg. Co., 50 Church street, New York, are introducing a Folding Back Rest for Motorcycles and bicycles.



It consists of a twelve inch curved back neatly upholstered in Spanish leather, and supported by two flat steel springs. This large soft upholstery, combined

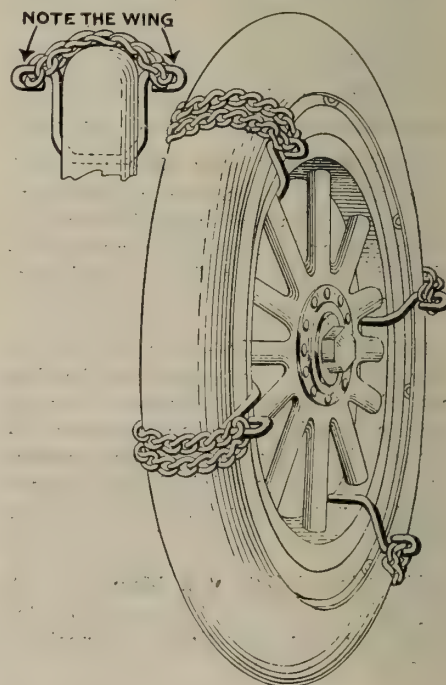
with the smooth flexibility of the steel springs, absorbs the shock and vibration caused by rough roads, and by offering



a support to the back eliminates a great deal of the usual fatigue. There is a patented folding feature that allows the rider to mount and dismount without the slightest interference.

### NEW AUTO CHAIN

National Tire Chain Co. have a new ball bearing anti-skid chain. They are made with single unit, interchangeable, interlocking hardened steel, ball links. The cross links can readily be removed



and replaced individually, no tools being required. The spoke locks prohibit the wheel from excessive freedom inside the chains.



# Social Service Department

## Promotions and Improvement Chief Effort of Manager

**G**OODWINS, Ltd., of Montreal, are successfully conducting a social service department for their employees along the most approved lines. The department was opened in September last under the management of Mrs. Shaw, who has since that date developed it to a high state of efficiency. Her efforts are concentrated on the improvement of the lot of the store employees. This problem is approached from many diverse angles. For instance, a well appointed hospital with a trained nurse and an excellent cafeteria operated at cost, assist in attending to their material wants. The chief part of Mrs. Shaw's task is the strengthening of the morale of the employees. A number of helpful features assist in this result, but all others have come to centre around the chief one of promotions amongst the staff. The others are merely secondary to this one. Improvement in the lot of the employees in other ways is observed to lead to a better equipment that results in promotion, and the employees most appreciate those activities that have a definite and helpful bearing on their chances of promotion.

Thus automatically this feature of the work has taken first place unto itself, and the net result of this experiment has been a very noticeable improvement in the personnel of the store, that has become a matter of comment amongst the customers. The girls are smarter, more attentive and act as though they were interested in selling goods and not merely in killing so many hours for so much money. It is reported that other stores in the city have been so impressed by the results observed that similar departments are being considered by them.







## Manufacturers Co-operate With Trade

Exhibit at Canadian National Should Help the Dealer to Bigger Trade — Many Valuable Pointers for Window Displays—The Million Was Nearly Reached This Year, Which is a Good Index to Healthy State of Trade Generally.

ONCE more the Canadian National Exhibition has come and gone. Over nine hundred thousand people saw it this Federation Year, and pronounced it, from every standpoint, the best yet.

For the trade the great value of the Exhibition to the hundreds of dealers who came to see it is undoubted. Better than ever were the exhibits, by manufacturers of lines handled by hardwaremen. In succeeding pages there are reproductions of over twenty outstanding displays. Many dealers saw these for themselves last week and the week before. By thus having them in black and white the dealers will be perennially reminded of the new ideas used in the various displays, and by reference to them time and again, they can reproduce the displays in part, and at least get many new ideas from them for their own windows.

These demonstrations should mean much to the dealer. Nearly a million people saw them. Some percentage of that million are your customers. It is now up to you to indelibly impress on your customers' minds the things they saw at the Fair, to their advantage and to your own profit.

### Now Is the Time

The exhibits of manufacturers may be termed missionary work. Some showed

entirely new lines. Others gave wider publicity to lines already established. This missionary work prepares the ground for the dealer. It sows the seed: the time to reap the harvest is right now. The Fair is fresh in people's minds. They will remember much of what they saw. Emphasize it to them again by pushing the lines in question. And do it now. By window display, by unit display in the interior, by any and every means avail yourself to the full of this co-operation on the part of the manufacturer with you.

It may fairly be said that manufacturers excelled themselves in the all-round attractiveness of their displays this year. The pages following corroborate this. No expense was spared to make the best possible impression, and energy and time were given by exhibitors to explain to the big crowds all about the goods displayed.

Most of the Exhibits were in the Industrial Building. As will be seen from following pages, stoves were as usual a very big feature and the trade was greatly interested.

The excellent all-round showing of the Canadian National Exhibition, demonstrates that business in Canada is in pretty good shape. Twelve days secured 909,000 people. That indicates the popularity of the Fair. Owing to

the reciprocity in automobile licenses many Americans visited this year. The public were in a spending mood, though it was a mood of sane spending. Every department of the Fair was satisfied, and all declared it "Better than Ever." It is a good index to the healthy state of business generally.

In the following pages will be seen some lines which are new. Manufacturers of articles sold in hardware stores are not standing still. They are going forward. Many novelties are shown each Exhibition. The fact that nearly a million people see them there, sees them off to a good start and certainly strengthens the hands of hardwaremen. It is for them to seize the opportunities given. New lines, beginning with the tremendous advertising push which the Exhibition renders jump immediately into demand. Every one is a chance for the dealer to cash in on.

Such lines as are established have been re-exhibited, many with additional improvements and attractions. Hardwaremen should acquaint themselves at once with the new talking points. Many did so by attendance at the Fair. Others can do so by faithfully and at length studying the pages which follow. "Know your goods" is a maxim none can afford to treat lightly.





**T**HIS cut shows only a section of the extensive exhibit made by the D. Moore Co., Hamilton, Ont. In the section illustrated there are five combination gas and coal ranges, and the company's able representative, Mr. Parrish, will be seen at the right demonstrating the perfect roasting qualities of the range. Note the perfect results secured in the roast of lamb.

The Treasure combination range is two stoves in one. In the winter it is an efficient coal range, and in addition to doing the cooking for the family, it keeps the kitchen warm.

In the summer it is a gas range, and, while it meets every requirement, just

as efficiently as the most expensive gas range, it, like the gas range, also has the advantage of keeping the kitchen cool, for the fire, of course, can be turned off completely as soon as the cooking is completed.

The fine designs of combination ranges shown in the cut will give a good idea of the very extensive line manufactured by the D. Moore Company, as each class is just as complete as the combination ranges shown. The D. Moore Company's agency is an asset to any retail hardware and stove business. The company will be glad to hear from any dealers who have not yet corrected their line for 1916-1917, or who are thinking of making a change.



# How is Your Stock of Tapsoles and Toplifts?



Anglo - Canadian  
Leather Co., Ltd.

Exhibit of

**Maple Leaf  
Brand**

Oak and Hemlock  
Sole Leather

**TAPSOLES  
TOPLIFTS**  
Etc.



**T**HE above cut of our exhibit at the Canadian National Exhibition, Toronto, 1916, displays prominently some of the "Maple Leaf" brand of Hemlock Tapsoles and Topliffs, of which during the past few months we have been commissioned to supply the Department of Militia and Defence at Ottawa, some hundreds of thousands of pairs.

As the Government contracts specify a run of one weight and one grade only, we have available for our customers a supply of exceptionally well selected stock, and we are

prepared to furnish unusually good value at the present time to the wholesale Hardware trade.

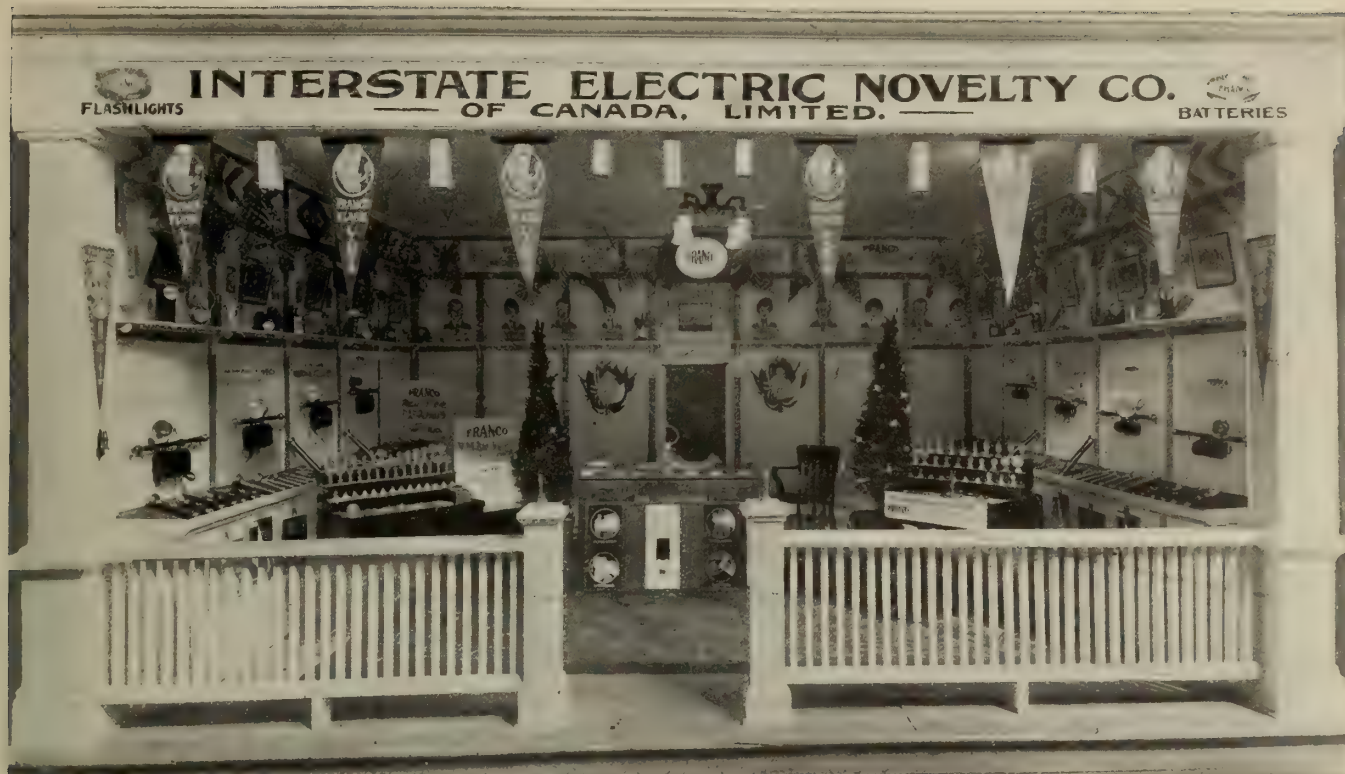
The price of Tapsoles has not advanced with the last advance in the price of Sole Leather.

You will, therefore, serve your own and your customers' best interests by ordering at once before any advance goes into effect, and while the present special selection is obtainable.

Look over your stock to-day and make up an order at once, and send to—

**Anglo-Canadian Leather Co., Limited,** 665 King Street West **Toronto**





## The Interstate Electric Novelty Co., Limited

ONCE more the Interstate Electric Novelty Co. of Canada had a display second to none in its attractiveness and educative value. Novelties in the electrical way were to be seen in abundance, and not only this, but many articles were displayed whose usefulness was their strong point. The celebrated "Franco" products need no introduction to the hardware trade. The very name is a household word with hardware men from coast to coast.

Two points of interest in the display were Christmas tree outfits. These were replete with decorative lamps in different colors and styles, such as fruits, flowers, figures, all alight. They were all in indestructible composition sockets.

Among the many varieties of flashlights shown, special interest was devoted to the wireless non-short circuit tubular flashlights. These are the only fibre flashlights on the market that will not short-circuit and light when in contact with metal. They are, of course,

made in Canada. This is the line which was awarded the gold medal at the Panama Pacific International Exposition, San Francisco, 1915. A complete line of nickel tubular flashlights was also to be seen. Other lines shown were the bicycle, carriage and motor cycle lights. In the last, the feature was an improved switch and a red light in the rear. A complete line of automobile bulbs was also shown.

Many dealers placed orders for Franco products while at the Exhibition, and those in charge of the booth were kept constantly busy explaining the merits and claims of Franco products. Franco products can be secured in the larger cities of the Dominion, owing to a very thorough and efficient distributing system, and thus considerable money is saved in expressing, while time is also economized. A full stock of electrical supplies such as were on view at the Exhibition are to be had from the manufacturer, at 220 King St., Toronto.





## Canadian Consolidated Rubber Co., Limited

**N**O. exhibit in the Industrial Building at the Canadian National Exhibition interested more visitors, as well as more of the trade, than that of the Canadian Consolidated Rubber Co., Limited. The crowds which aggregated nearly one million people, took advantage of the opportunity to learn first hand from those in charge of the company's exhibits, something about how the various rubber products for which this company is so justly famed, are manufactured. Rolls of unwashed rubber in different shades were laid on the outside banister of the display and were objects of curiosity to the visitors. How the finished article, such as a rubber shoe, for instance, comes through many, many stages from rubber growing on the huge trees in the Brazilian for-

ests, was unfolded to thousands of people during these two weeks. It was a real education to many to find what amount of labor the finished rubber products involved and to learn of the curious developments through which it passed.

The booth was very tastefully decorated again this year. One new feature interested all the visitors. This was that the roof and walls of the exhibit were all made of crude rubber, worked in long strips. Many plants and flowers added to the attractiveness of the booth. Inside the booth there were large showcases and tables containing the finished rubber products. Firemen's attire and hose of all descriptions were shown in one case. A good display of raincoats

was also on hand, and with this kindred lines such as sportsmen's waders, military boots, rubber boots, etc.

Particular interest was also devoted to the famous "Nobby Tread" tires, which need no introduction at this time to such hardware men as handle motor accessories. Their value is known from coast to coast.

As usual, a great display was given to celebrated "Fleet Foot Brand" of sporting shoes, which are suitable for all occasions and all sports.

Mr. W. S. Martin was in charge of the exhibit and he and his staff devoted their time and energies for two weeks to explaining to the public and to the trade the reason for the success and fame of the Canadian Consolidated Rubber Co.'s products.





## THE THOS. DAVIDSON MFG. CO., LIMITED

VISITORS to the Industrial Building, or the Stove Building, at the Canadian National Exhibition, have become accustomed to seeing the exhibit of the Thos. Davidson Mfg. Co., Ltd., in the northwest corner of the Stove Building. This is a distinct point of vantage, and coupled with the excellent exhibit of the Thos. Davidson Mfg. Co., Ltd., it is the reason why so many visitors stop and learn more about the stoves manufactured by this concern.

As usual, this year, there was a crowd of souvenir hunters, and after these were disposed of, the men in charge of the booth got down to business and explained to all and sundry the excellence of the products of the Thos. Davidson Mfg. Co., Ltd.

The whole travelling staff of the company was on hand.

The exhibit consisted largely of ranges, both steel and cast. These all go under the celebrated name of "Premier," which has come to be a household word with hardware dealers from

coast to coast. The comments of the visitors showed that the company had certainly got a fine reputation for their "Premier" lines.

The "Premier-Marathon" is a range which has stood the test of time; the body is made of extra heavy polished Wellsville steel and is heavily insulated with sheets of asbestos mill board. The fire grate and linings are exceptionally heavy, insuring durability, and the stove is economical on fuel. The oven is built of heavy steel, thus preventing any warping. The "Premier-Marathon" can be supplied in several sizes; square or with reservoir, with tea shelf, high closet, or with the attractive Persian closet.

A moderate priced steel range is the "Premier-Leader," and this has certainly become very popular with the public. It is made of heavy material, is economical on fuel and comes in various styles and sizes.

In the cast ranges, the "Premier-Royal" is one which will last a lifetime. It is made of exceptionally good material. The oven is specially venti-

lated and carries away all odors of cooking. This range is certainly the very best in a cast range, and by its popularity, has made for itself an enviable reputation.

The "Premier-Chieftain" is a moderate priced cast range, and for the money is exceptional value.

All these ranges have high closets and are either plain or nickel-plated, and come in plain or tiled backs.

The company is also showing a line of heaters. A splendid display of the well known "Beaver Brand" was much admired by visitors. The "New Tiger" heater was also featured. This is a splendid heater for all fuels; the body is made of heavy polished steel and the nickel trimmings make the heater very attractive to look at. This "Tiger" heater is suitable for home, store, office, or, indeed, any location.

A record crowd passed the exhibit of the Thos. Davidson Mfg. Co., and those in charge were kept busy answering interested inquirers, and renewing acquaintances with old and satisfied users of their products.





## MAJESTIC ELECTRIC HEATERS

won the gold medal at the Panama-Pacific International Exposition, San Francisco, 1915. This is the highest award issued for electric heaters.

- ¶ At last, a real heater using electricity for fuel—"Majestic" Electric.
- ¶ Mr. Buyer, look the "Majestic" up: all your customers will want one.
- ¶ Quickest-selling article you ever put on your counter.
- ¶ A Handsome profit to the dealer.
- ¶ Retail Prices must be maintained.
- ¶ Place Your Order as soon as possible.
- ¶ Complete Free Catalogue sent free on request.
- ¶ You Sell the "Majestic" with our guarantee.
- ¶ "Majestic" heat everywhere—the dining-room, the drawing-room, the bed-room, the bath—all so easy and healthful.



*Portable Majestic can be attached to any lamp socket in any room at any time.*





The O-Cedar Products renewed many friendships and made many more.

## O-CEDAR POLISH AND MOP EXHIBIT

IT would have been difficult for the men and women not to notice the exhibit of the O-Cedar products in the Industrial Building No. 2 at the Canadian National Exhibition.

The whirling lights, the big signs, the mammoth display of O-Cedar Polish and Mops, the active demonstrators were not to be ignored. The demonstrators were kept busy from morning until late at night explaining and showing the various uses and excellent features of the O-Cedar Polish and Mops.

The men were shown how O-Cedar Polish removes the dust, dirt and grease from their automobiles, giving it that hard, dry, lasting finish, how the O-Cedar Duster gathers and holds the dust; an easy matter to keep their machines clean where they use O-Cedar Polish.

The housewife was interested in using O-Cedar Polish the O-Cedar Polish Way (with water), how it removes all the dust, dirt and smudges and brings out the beautiful grain of the wood and adds a lustre, so hard and dry that it is lasting and will not collect the dust.

The women were interested in the Combination Mops where they get a Polishing Mop and a Dusting Mop for the price of one. This fills a long felt want as they have one Mop for wallpaper and general dusting purposes and the Polishing Mop for keeping their floors, linoleums and woodwork bright and sparkling.

There were a number of new features shown this year which would particularly interest the dealers. The O-Cedar People have got out a very new and attractive sign. It possesses three desirable qualities—light, motion and color. It is fifteen inches in height, consisting of a circular globe of ten inches in diameter mounted on a brass pedestal. Within the frosted globe is a revolving fan which is operated by the heat from the light. This gives the sign motion and constantly changing colors. This comes free to any dealer who orders certain assortments of O-Cedar Polish.

Another very attractive feature for the dealer is a silent salesman or display stand which is a very handsome piece of store furniture. It is big enough to attract attention, but not so

big that it takes up too much room. It stands forty-five inches high, with a depth of twelve and three-quarters inches and a width of twenty and one-half inches. It is so arranged that you can carry a fairly good stock of O-Cedar Polish in it and make a good display. This comes free to any dealer with a certain order of O-Cedar Products.

There was another stand intended for counter display. It is of mahogany finish and substantially made of metal. It has a locking device which prevents the taking of the packages from the display until the lock releases the protecting rod. This also comes free to dealers who order certain assortments of O-Cedar Polish.

These assortments can be had from any wholesale. Now is the time to investigate and get the benefit of the advertising and the new friends that O-Cedar Products have made at the Canadian National Exhibition this year. O-Cedar Polish "cleans as it polishes," which is the cause of the great demand and the satisfaction to the users.



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### MARKETS AT A GLANCE

One of the most notable changes in hardware lines during the past week has been an advance of 10 per cent. in all lines of builders' hardware. Increasing costs of raw material and labor are attributed as the reason for the advance on the part of the manufacturers. There is an easier feeling in the market for galvanized sheets. One of the Canadian manufacturers has already reduced the price about 25c. There is some disposition for the jobbers to follow suit. Norway iron has had another advance during the week of 25c. It is now selling at \$7.50 per hundred pounds. Before the war it could be purchased at \$3.25. Spring steel is also up in price in the Montreal market. Horseshoes have advanced about 10 per cent. in the Eastern centre. There is a firmer tone in the market for all wire products with the probability that nails may be advanced in the not distant future.

Linseed oil is easier in price and is quoted 3c per gallon under the quotations of last week. Gasoline holds firm at 27½c per gallon from the tank wagon at Toronto. Turpentine advanced 2c per gallon during the week. There is a noticeable increase in the demand for glass. Dealers look forward to a good fall trade in all paint lines. The market in all hardware lines during the week might be characterized as good, considerable snap being shown. Collections have been good. Business generally is encouraging.

### MONTREAL

**M**ONTREAL, Sept. 13.—Rising prices for several important lines of hardware are recorded this week by special reference and in current quotations. Notable amongst these are certain lines of hinges, and also black wrought iron pipe and black sheet iron of various gauges. Shortage of supply is declared by some leaders in the market to account for the higher prices. Norway iron and spring steel are up, the former by more than 100 per cent. from its pre-war quotation. Hinges are more expensive, and it is predicted by those in touch with the trade that builders' hardware (already 10 per cent. higher in the United States) will be higher-priced in Canada shortly. All wire products and wire nails will probably go higher still, assert men in the business. Iron pipe fittings are increased in sympathy with the pipe. Increases are noticed in charcoal terne plates from \$11 to \$11.50 for the 210 lbs., and from \$11.50 to \$12 for the 216 lbs. I.G. grade, per 112 sheets. Brisk business has been the order of affairs for the week. While the City of Montreal is still showing the results of the settling down of the people generally after holidays, the district demand for hardware has been eclipsing city activity altogether, and this in spite of higher prices. Amongst

the more precious articles of the hardware merchants' stocks this season gasoline experienced a slight easing in price by a cent a gallon on orders in quantity from the tank earload. The price of gasoline quoted was 28½c. Shelf hardware has been briskly in demand, and an increase of 10 per cent. in the cost of padlocks in the United States has been remarked on by merchants as likely to find response on the Canadian markets. Stoves are in good demand, and likely to remain steadily priced, although manufacturers declare they are making reduced profits while steel keeps so high in cost.

### Iron and Steel Short

With far too little of the manufactured product in sight to satisfy the demands of industry and the iron using trades the market for the metal remains firm this week. Increased demand means simply orders, the filling of which must be postponed until the mills can catch up with the work required of them. Five thousand six hundred tons of good manufactured steel sank to the bottom of the St. Lawrence on Monday morning, and it is a question how soon that amount can be replaced. Probably not for months, and then perhaps at prices that will make the original cost of the first built bridge span look like a bargain counter snap. Meantime the build-

ing trade is more than mildly hungry for steel, and ready to consume all it can get. No changes in steel prices are reported, but men in touch with the big markets for metals maintain the opinion that "you never can tell nowadays what day iron and steel may go upwards." The idea that there may be any overproduction of iron from the pig iron stage to the product after the war is definitely over is discounted in some quarters, the belief being that the world's markets will want more structural material than ever to meet the demands of peace. Consequently while foundries are working overtime to-day, their tendency is not to consider any abatement of activity in production of pig iron for the immediate future.

### Norway Iron Up

Norway iron has experienced another increase in price, being now \$7.50, as against \$7.25 of the previous week. This iron is increasingly hard to get hold of. Before the war it was freely on the market at as low as \$3.25. Spring steel is another item which has risen in price. For large orders \$4.50 to \$4.60 are the prices quoted per 100 lbs.

### Horseshoes and Chains Up

Amongst manufactured iron products which are on the up trend again are horseshoes—the "Peck" horseshoe being now quoted at \$4 per keg, and halter, cow, and trace chains, all of which are up 10 per cent. on last week's prices.

### Wire and Nails Climbing

While quotations are not yet made on any increased scale, the market certainly expects to hear soon of further increases in the cost of wire products and wire nails, as the price of wire is still on the climb.

### Copper Demand Heavy

A steady market and prices quoted at 29½c, 30c and 30½c for large orders characterizes the copper situation in Montreal and the markets served by Montreal this week. There is a steady demand for copper, and firmness in price is apparent. This week's price shows an upward trend as against last week's quotations.

### Tin Up 1c

A decided tendency to rise is revealed this week in the market for tin at Montreal. Prices quoted are 45c and 45½c,



as compared with 44c of last week, and tin is in good demand.

#### Spelter Market Steady

Spelter remained steady this week at 18c-18 $\frac{1}{4}$ c in average demand, and with expectations of better inquiry before long.

#### Sheet Zinc

Sheet zinc also remained in the firm class, with price unchanged from last week, 30c to 30 $\frac{1}{2}$ c per pound being quoted, and just a slight shading down from last week's higher quotation, which was 31c. The market continues to be lightly supplied with sheet zinc.

#### Pig Lead Firm

While pig lead varied in price in the United States, going down a cent, according to report, there was no change in the price for pig lead in Montreal, and the market remained easy, with quotations as last week at \$9.25 to \$9.50.

#### Solder Not in Brisk Demand

Tinsmiths' solder was quoted at 30c, and wiping solder at 27c, both products in fairly good inquiry, but not in any brisk demand.

#### Antimony Tends Downward

Antimony is in a dull market with a downward trend at present, the reason attributed being that shrapnel shells are not being turned out in the previous quantities, and bullets are not required for them in such numbers.

#### Hinges Up In Price

Heavy strap hinges are increased in price in Montreal this week, the numbers quoted with new prices being as follows:

No. 800, 30 and 2 $\frac{1}{2}$ % off; No. 838, 30 and 2 $\frac{1}{2}$ % off; No. 804, 40% off; No. 840, 30 and 2 $\frac{1}{2}$ % off; No. 802, 37 $\frac{1}{2}$ % off; No. 810, 25% off; No. 814, 25% off; No. 820, 37 $\frac{1}{2}$ % off; No. 910, 37 $\frac{1}{2}$ % off.

#### Black Sheets Also Up

Another important price change was made this week in Montreal on black sheets. There was a variation in quotations on the changed prices, due in the opinion of those in touch with the market, to varied quantities in stock here and there. The prices quoted are as follows:

Black Sheets—No. 10 gauge, \$4.95 to \$5.25 per 100 lbs.; No. 12 gauge, \$5.05 to \$5.35 per 100 lbs.; No. 14 gauge, \$4.85 to \$5.10 per 100 lbs.; No. 16 gauge, \$4.90 to \$5.15 per 100 lbs.; No. 18-20 gauge, \$4.05 to \$4.45 per 100 lbs.; No. 22-24 gauge, \$4.10 to \$4.55; No. 26 gauge, \$4.15 to \$4.60 per 100 lbs.; No. 28 gauge, \$4.25 to \$4.70 per 100 lbs.

#### Black Iron Pipe Up

The prices for black iron pipe have been raised this week on account of shortage of supply and difficulty of obtaining more. The new prices quoted are as follows:

Standard Wrought Pipe (Black) Butt-weld— $\frac{3}{4}$  and  $\frac{1}{2}$  in., \$3.12 per 100 ft.;  $\frac{1}{2}$  in., \$4 per 100 ft.;  $\frac{3}{4}$  in., \$4.83 per 100 ft.; 1 in., \$7.14 per 100 ft.; 1 $\frac{1}{4}$  in., \$9.66 per 100 ft.; 1 $\frac{1}{2}$  in., \$11.55 per 100 ft.; 2 in., \$15.54 per 100 ft.; 2 $\frac{1}{2}$  in., \$24.57 per 100 ft.; 2 in., \$32.13 per 100 ft.; 3 $\frac{1}{2}$  in., \$38.64 per 100 ft.; 4 in., \$45.78 per 100 ft.

The prices for galvanized pipe are not raised as yet, but an announcement of increased cost for these will be made shortly according to opinion on the market.

#### Builders' Hardware May Go Up

An increase is anticipated in all lines of builders' hardware. The United States market, from which most of the Canadian supplies come in this line, is increasing the prices by 10 per cent. Demand for this class of goods is not brisk in Canada at present, but a better demand is growing even during the present fall, and by spring there may be quite a brisk demand. The new quotations are not yet announced for Canada.

#### Seasonable Lines Brisk

On all sides is heard the comment that seasonable lines of hardware have been moving briskly. Cow ties, lanterns, axes and axe handles have been in demand, especially the axes, as lumbermen are providing themselves well this season. There have been early orders for such wintry sounding goods as sleigh-bells, skates, and carriage heaters. Horses have surely been receiving the hardware merchants' intimation of the fall fashions in horse blankets, for a few orders have already come in for these. Flash lamps are selling well, and a shortage of No. 6 batteries made in Toronto is reported in certain quarters. Screw stocks are still short, and there is a big scarcity of files, particularly flat bastard 14-inch files, and mill bastard 12-14-inch. Orders for these placed in January are still unfilled. Haying tools are sold out, and a second stock could have been disposed of. The only out of season stock left on hand at all is lawn rubber hose, which went slowly owing to a wet summer. Already there is inquiry, and a few orders have been placed for screen door hinges for next summer. There is a decided hint that there will be a shortage of these, or higher prices in line with other hinges.

#### TORONTO

**T**ORONTO, Sept. 12.—Industrial conditions continue very favorable and the volume of business is steadily increasing. The shortage of labor, however, is becoming more serious, as it is interfering with production. The shortage of raw materials is also becoming more acute, and is a serious handicap to manufacturers, who are thus forced to advance their prices.

#### Steel Shows Unusual Strength

Unusual strength characterizes the steel market, and the situation is getting tighter, with deliveries slower and prices advancing. All indications point to a continuance of present conditions for an indefinite period, as the demand for steel is increasing rather than decreasing, principally due to the war, but also on account of the steady improvement in industrial conditions and increase in the domestic demand. This latter feature promises to be an important factor in the situation, as there are a number of building propositions, etc., being held up owing to the difficulty of obtaining material, which when conditions become

favorable will be proceeded with. There is no relief in sight as regards the scarcity of steel and higher prices. Wrought iron pipe has been advanced; the new list has been issued. Black pipe only is affected, as the lower price of spelter has made a change in galvanized pipe unlikely in the meantime. Higher prices on boiler tubes and plates are practically certain owing to the big demand and congested condition at the mills. The demand for plates is very heavy, particularly from shipyards and car builders. Boiler and structural rivets have advanced 25c per 100 lbs.

#### U. S. Mills Sold Up

In the United States the steel market is as strong as ever, due principally to the sold up condition of the mills. The situation in this respect is getting more acute and unfilled tonnage reports will no doubt show increases for each month this year. The export demand is still heavy, principally for shell steel and billets, but other products, such as rails, wire rods and barbed wire, etc., show a heavy tonnage. The demand for steel bars is heavier, and the mills are practically sold up for the first half of 1917. An advance in sheet bars is expected for the fourth quarter.

#### Pig Iron Quotations Firmér

The situation in the pig iron market continues more or less as during the past few weeks. Quotations, however, are firmer, and an advance is very probable in the near future.

#### Scrap Brass Advances 2c

The renewed activity in the copper market has affected scrap metal, and prices have advanced practically 2c per pound. Brass and composition scrap has also advanced an equivalent amount. Steel rails are higher, as is also heavy melting steel. Scrap lead is unchanged, but zinc is a shade lower. The market locally is steady, with business good.

#### Big Demand for Lathes

The principal feature in this market is the steady demand for large swing lathes for machining the large calibre shells. Deliveries on this class of equipment are quite good, considering the demand. Although there have been no increases of any consequence of makers' prices recently, the cost of all machine tools has risen considerably since the war started. Standard lathes, for instance, are now about 60 per cent. higher than they were before the war, while heavier equipment, such as cranes, have advanced almost 100 per cent. Quotations on the general run of machine tools are about 30 per cent. higher.

#### Shortage on Files Continues

While business is very brisk, it is becoming increasingly difficult to get many lines of machine shop supplies, especially steel and brass goods. Makers of milling cutters are sold up for approximately ten months, so heavy is the demand. Twist drills are also in big de-



mand, as are also files; in the latter case there is a shortage reported.

#### Business Good

The feature of the metal markets is the continued strength of copper and the possibility of higher prices for this metal. The Allies are placing large orders in the States for copper, while the domestic demand is also heavier. In regard to the other metals, the situation is unchanged, and the markets are quiet. Business locally is very good.

#### Copper Producers Sold Up

With producers practically sold up for this year, and probably half of the production for the first six months of 1917 disposed of, it follows that the copper position is an exceptionally strong one. It is thus quite probable that higher prices may be looked for in the near future. Quotations are nominal and unchanged at 30c per pound.

#### Tin Holds Steady

The market in New York is quiet, with a slightly easier tone, while London is also easier. Local quotations are unchanged at 44c per pound.

#### Bigger Demands for Spelter

Prices declined during the week, but recovered, and the market is now firmer. The brass trade has been buying more spelter, and the galvanizers are also taking fair quantities. Local quotations are unchanged at 14c per pound.

#### Lead Demand Light

Consumers are said to be well covered, the demand for lead in the meantime is consequently light. The Trust price of 6.50c New York is unchanged, and independents are still a shade higher at 6.60c New York. Local price is 8½c per pound.

#### Antimony Prices Hold

The market is quiet and featureless, with quotations unchanged and nominal at 18c per pound.

#### Aluminum Steady

The situation in this market is unchanged, with nothing of importance to note. Quotations unchanged at 6.8c per pound.

#### Galvanized Sheets Weaker

The sheet market is fairly steady at firm prices. There is a heavier demand for special sheets than can be met for the delivery required. Blue annealed sheets are easier as to early deliveries, premiums now being relatively small. Although spelter continues weak, lower prices on galvanized sheets are looked for more generally the first of next week. The manufacturers of Premier sheets reduced their prices 25c last week, and some jobbers state there will probably be an adjustment downward in the near future.

#### Wood Planes Up In Price

There has been an advance of approximately 10 per cent. on wood planes. Smooth planes, No. 3, that formerly sold for 70c, are now quoted at 80c. The No.

12 jack plane, that formerly sold for 80c, is now quoted at \$1.

#### Wrought Hasps and Staples Up

There has been an advance in the price of wrought hasps and staples during the past week in sizes Nos. 20, 30, 35 and 40 of approximately 25 per cent. The following are the prices that prevail:—

No. 30—	Doz.
6 inch .....	80 42
7 inch .....	0 48
8 inch .....	0 55
9 inch .....	0 65
Nos. 35 and 40—	
8 inch .....	1 25
9 inch .....	1 30
No. 20—	
5 inch .....	0 26
6 inch .....	0 30
7 inch .....	0 33
8 inch .....	0 40

#### Another Advance in Builders' Hardware

There has been an advance in all lines of builders' hardware during the past week of 10 per cent. This includes the makes of all Canadian manufacturers, and comprises such articles as locks, ream and mortice sets, door knobs and all other articles classed as builders' hardware. Where formerly the discount was 45 per cent., it is now 35 and 10 per cent. In lines that carried a discount of 40 per cent. the new discount is now 37½ per cent. Jet and mineral door knobs with Japan mountings, are now quoted at \$1.40 per dozen net. Rim locks are quoted at \$1.70 per dozen net. Advance in raw materials and law is the reason assigned.

#### New List on Wrought Pipe

A new list on wrought pipe has been issued, which will apply in Ontario for all points east of Port Arthur. The list is dated September 12, and for the various classes is as follows:

Standard Butt-weld—	Black	Galvanized
¼ inch .....	\$ 2 00	\$ 4 50
¾ inch .....	3 12	5 25
1 inch .....	3 12	5 25
1½ inch .....	4 00	5 57
2 inch .....	4 83	6 96
2½ inch .....	7 14	10 29
3 inch .....	9 66	13 92
3½ inch .....	11 55	16 64
4 inch .....	15 54	22 39
4½ inch .....	24 57	35 39
5 inch .....	32 13	46 28
5½ inch .....	38 64	55 66
6 inch .....	45 78	65 95

#### Lamp Chimneys Up

Lamp chimneys have advanced during the week, another increase of 20 per cent. being recorded. This follows the recent change in the price of sheet glass, which was also an advance. The glass situation is an interesting one. In spite of the fact that there has been big curtailment in building all over this continent during the past two years, nevertheless the past year has been one of the best in the history of glass manufacturers in the United States. The bulk of the glass is coming to Canada from the United States. Heretofore Great Britain and Belgium were the source of supply. At the annual convention of the American Window Glass Manufacturers, the general manager of the American Window Glass Company, W. L. Munro, stated that more glass had

been manufactured in the United States since September, 1915, than in any previous year in the history of the business. And not alone has there been more glass manufactured, but there has been more glass sold during the same period than ever before in a similar period. One of the characteristics of the market was the steady advance of window glass prices. The demand absorbed not only all the glass produced during the year, but also the greater part of the large accumulations on hand on September 1, 1915. Furthermore, the export business in glass from the United States has been the largest in the history of the industry.

#### Standard Duck Up 1c

There has been an advance of 1c per yard on the standard cotton duck. This has been occasioned by the high price of cotton, and the tendency to an advancing or still higher market in the raw material. Mills have been compelled to pay a higher price for their cotton, and consequently feel that it is in the interests of good business to pass the increased cost along. Raw cotton is now selling at 15.40c per pound for middling uplands for spot sales. There are those who are inclined to preach still higher prices in raw cotton. Well informed authorities in Toronto are looking forward to seeing 20-cent cotton in the not distant future. These are but conjectures, of course. The market will be watched by hardwaremen with interest, as the price of cotton twine, sash cord, clothes line and other articles where cotton enters into the manufacture. Reports by the United States Department of Agriculture state that serious damage has been done to the crop by drouth and by the boll weevil. Estimates place the crop at only about 64 per cent. of a normal crop. The Interstate Trust and Banking Company at New Orleans estimates the cotton crop in the Southern United States this year at 12,690,000 bales, as against 12,170,000 bales last year. The new prices that prevail in standard duck are as follows:

	Yard
6 ounce, 29 inches .....	0 15
7 ounce, 29 inches .....	0 16½
8 ounce, 29 inches .....	0 18
9 ounce, 29 inches .....	0 20¼
10 ounce, 29 inches .....	0 22¼
12 ounce, 29 inches .....	0 27

The demand for twine of all kinds has been good. Dealers have found it difficult to get deliveries from the manufacturers. There has also been larger amounts called for than usual owing to good industrial conditions.

#### Rope Holds Firm

The demand for hemp and jute twine continues good in common with the demand on cotton twines. Rope has been in fair demand for sorting up orders. Some few bales of binder twine continue to go out, but most dealers are stocked up with their season's supply on this article, and it is a little early yet for the manufacturers to name next year's



prices. Prices in the raw materials, both for sisal and Manila, remain firm and unchanged. The price of sisal is at the old level. The commission in Yucatan regulating the sale of this product is well sold up for the United States and Canadian markets. Manila hemp in the primary market is now quoted at 12½¢ per pound, while sisal for shipment in September is quoted at 10¾¢. Jute for September shipment is selling at 7¾¢.

### LONDON

**L**ONDON, Sept. 12.—Business in London and surrounding districts continues good. It compares very favorably with the same season last year. All fall lines are selling fine. Collections are good. Several important price changes are again recorded this week. Business could in reality be termed brisk here. There is very little price-cutting. Prices are paid by the jobber without hesitation. It is a question of getting the goods, price being a secondary matter.

### New Prices on Glass

Sheet glass in cases has advanced again. The new discount provides for 20 per cent. off case list. The net prices figured on glass at this discount are as follows:

Per case (1000 sq. ft.)—	Single Diamond	Double Diamond
10 to 25 inch	\$ 6 24	\$ 9 52
26 to 34 inch	6 52	10 28
35 to 40 inch	6 80	10 88
41 to 50 inch	9 40	12 40
51 to 54 inch	9 80	12 68
55 to 60 inch	9 80	12 68
61 to 70 inch	10 48	13 44
71 to 80 inch	11 80	14 68
81 to 84 inch		18 20
85 to 90 inch		19 48
91 to 94 inch		20 00
95 to 100 inch		23 20
101 to 104 inch		27 60
105 to 110 inch		29 60

### Cast Enamel Sinks Advance

A new price went into effect on cast enamel sinks, which provides for an advance over former prices. Following are the prices:

16 x 24 inch, each	\$3 77
18 x 30 inch, each	4 12
18 x 36 inch, each	5 12

### Electric Weld Coil Chain Up

An advance is recorded this week in the price of electric weld coil chain. The new prices are as follows:

R.B.—	Per lb.
3-16 inch	0 10
¼ inch	0 07½
5-16 inch	0 06¾
¾ inch	0 05¾
7-16 inch	0 05¾

### Shoe Thread Advances 15 Per Cent.

An advance of approximately 15 per cent. is recorded in the price of shoe thread this week. The prices are as follows:

Barbour—	Per lb.
No. 8	\$1 52
No. 10	1 60
No. 12	1 63
No. 15	1 70
No. 20	1 75
Star Brand—	
No. 8	1 37
No. 10	1 45
No. 15	1 49

### Linseed Oil Down 3c

The market in linseed oil is consider-

ably easier, and a decline of 3c per gallon is recorded. Demand for this commodity is fair at the present, with a larger consumption looked for.

	Raw	Boiled
1 to 2 bbls., per gal.	0 83	0 86
3 to 5 bbls., per gal.	0 82	0 85
6 to 9 bbls., per gal.	0 81	0 84

### Turpentine Goes Higher

There has been a good sale of turpentine during the week, with prices firmer by 2c per Imperial gallon. In barrel lots it is now quoted at 71c.

	Per Imp. gal.
1 bbl. lots	0 71
2 to 4	0 70
5 gal.	0 78

### Nails Hold Firm

There has been a good demand for nails of all kinds. Prices hold firm at previous quotations. Wire nails are quoted at \$3.80 per 100 lbs. base, and cut at \$3.40 per 100 lbs. base. Prices are firm on all lines of steel goods. Further advances are expected on many lines.

### Rope Prices Firm

There has been a fair sale of rope during the past week. Prices remain firm and unchanged. Quotations are as follows:

Pure Manila, lb. base	0 22½
British Manila, lb. base	0 18
African Hemp, lb. base	0 18
Sisal, lb. base	0 15½
Cotton Rope, 2-16 inch, lb.	0 29
Cotton Rope, ¼ in. and larger, lb.	0 28

### Prices On Other Lines

There is a seasonable demand for stove pipes at the present time. In the light pattern, 6-inch, the price is \$1.33 per doz.; 7-inch, \$1.50 doz.; polished, 6-inch, \$12.04 per 100 lengths; 7-inch polished, \$12.64. Prices on bolts and screws are firm, and further advances are not unexpected. Stanley planes have advanced 10 per cent. during the week.

### WINNIPEG

**W**INNIPEG, Sept. 14.—Perhaps the easiest week for price changes for many weeks is the one just passed. Markets in all lines seem steady and prices are holding firm. This condition is not likely to hold for very long, however. Jobbers report that in some lines they are unable to make contracts for next year and any goods they may be able to get will be at greatly increased prices. This will apply in great measure to the iron and steel industries which report business extremely brisk, raw material hard to get and labor at a premium.

Recently, further large contracts for barb wire have been let by the warring nations and the manufacturers will certainly take care of these contracts at higher prices than they could ever hope to get from the jobbers and ultimate consumers. This may result in a shortage of this commodity for home consumption—it will certainly tend to increase prices before spring.

In former years, Western jobbers have

been able to bring their barb wire and woven fencing forward to the head of the lakes in the fall, thus taking advantage of lake and rail freight rates. This, however, is impossible now, as manufacturers cannot make shipments early enough and an all-rail freight rate has its effect in making prices that much higher.

The possible shortage of barb wire is made worse by reports that woven fencing is increasingly hard to procure. No contracts are being made by the manufacturers and jobbers anticipate an advance of at least 25 per cent. will be made by spring over prices ruling today. It is common knowledge, of course, that to-day's quotations for woven fence when based on the price of galvanized wire are decidedly low and a readjustment has been expected for some time. Retailers who can induce their customers to fence this fall before revised prices come into effect will certainly save considerable money for their friends.

### New Bolt Discounts.

One of the most important changes to go into effect on going to press last week was that applying to various styles of bolts, since the outbreak of war, several advances have been recorded in these items and prices to-day are over one hundred per cent. higher than those prevailing two years ago. The recent advances are undoubtedly, in some measure due to the shortage of small rods so relief cannot be looked for until after the war. We repeat herewith latest discounts:

Carriage Bolts—¾ in. and smaller, 30%;	
7-16 in. and larger, 15%.	
Machine Bolts—¾ in. and smaller, 30%; 7-16 in. and larger, 20%.	
Plow Bolts, 20%.	
Sleigh Shoe Bolts—¾ in. and smaller, 20%;	
7-16 in. and larger, 15%.	
Coach Screws, 40%.	

### New Prices On Nuts.

The new prices on nuts are as follows: Square—small lots, 1¼¢ advance over list, case lots, ¼¢ advance over list. Hexagon—Small lots, 1¼¢ advance over list, case lots, ¼¢ advance over list.

### Building Papers Advance.

The most important change to go into effect for the past week is that applying to building papers. The advance varies from 10 per cent. to 20 per cent. throughout, and it is a question if the high water mark has been nearly reached as yet. The situation in regard to the shortage of wood pulp has been mentioned at various times in these columns and no relief is apparent. This shortage is curtailing the publications of the daily newspapers, and managers of printing establishments which handle a variety of work will throw up their hands in despair at mention of special paper for any work. Most certainly the outlook in the paper business in all its branches is anything but encouraging.



The new prices on building paper follow: Plain, 55c to \$1.25 per roll; Tarred, 85c to \$1.45 per roll; all according to quality.

#### Business Very Satisfactory.

Business for the first half of the month is very satisfactory, although jobbers report some falling off in the number of orders from districts reporting crop failure. There is no doubt now but that some districts have been badly affected—others again which reported conditions bad are turning out very satisfactory crops. It is well for the retailer to impress on the mind of the farmer that he gets a big price for his wheat, so he will average about the same as former years of big yields and small prices. Some of the farmers are too eager to find an excuse to withhold payment of their accounts for another year or two. An aggressive collection campaign should be in progress now by all the retailers. If a man is really in bad shape financially and cannot pay his account in cash, secure it by a note. He should be willing to do this for the dealer who has carried him several months and your banker will be more inclined to loan you money when needing same, if he can see that you adopt real business measures in dealing with your customers.

#### Advances In Steel Products

Advances in steel products referred to in last week's issue carry new prices as follows

	Per 100 lbs.
Angle steel .....	\$4 00
Tire steel .....	4 00
Barb Wire—	Ft. William Winnipeg
Lyman, galv., spool....	\$3 50 \$3 75
Glidden, galv., spool....	3 35 3 60
Baker, galv., spool....	3 30 3 55
Soft Galv. Wire—	Per 100 lbs.
No. 9 .....	\$4 10 \$4 50
No. 12 .....	4 35 4 75

#### Galvanized Sheets Reduced.

The new prices that apply to galvanized sheets and annealed wire and which went into effect recently are as follows:

Galvanized Iron Sheets—	Per 100 lbs.
10½ ounce .....	\$7 00
28 gauge .....	6 75
26 gauge .....	6 45
24 gauge .....	6 95
22 gauge .....	5 95
20 to 18 gauge .....	5 75
16 gauge .....	5 60
Annealed Wire—	Per 100 lbs.
No. 9 .....	\$4 45
No. 10 .....	4 50
No. 12 .....	4 65
No. 14 .....	4 80
No. 15 .....	4 95
No. 16 .....	5 10

These reductions, 25c per 100 lbs. on galvanized sheets and approximately 20c on annealed wire will welcomed by the retailer and consumer alike and any further steps in the same direction will prove equally so, but it does not seem safe to guarantee further reductions and advances may even be made at any time. The markets in both these commodities seems fairly settled just now and present prices may be maintained for some little time.

#### Advances in Rubber Belting.

New prices issued on rubber belting show further advances, as announced in last week's Hardware and Metal. The demand at present is principally for rush orders as practically all regular stock orders were shipped out at the old prices. The new discounts are on a basis. For 6 in. and under 50 and 10 per cent.; over 6 in., 50 per cent. This means following net prices will prevail:

3 Ply—	Per 100 ft.
1¼ inch .....	\$ 5 85
2 inch .....	9 00
2½ inch .....	11 25
3 inch .....	13 50
4 Ply—	
3 inch .....	16 65
4 inch .....	22 50
5 inch .....	27 45
6 inch .....	32 40
5 Ply—	
6 inch .....	40 65
8 inch .....	59 50
10 inch .....	74 50

#### Savage Rifles Go Up.

Following the advances made in Winchester and Remington guns and rifles, new quotations are now being made for the Savage make, the increased prices being 15 to 20 per cent. higher than previous figures.

Savage Model 1899, solid frame, round barrel, 30-30 and 303 cal., \$25.50 each. Octagon barrel \$1.50 advance; 250-3000 cal., \$36.50 each.

Savage model 1899, take-down, round barrel, 30-30 and 303 cal., \$28.75 each.

#### New Prices On Hinges.

Mention was made last week of an advance going into effect on hinges, pulleys and shelf brackets. The revised prices now at hand are as follows:

Heavy Strap Hinges—	Dozen pair
4 inch .....	\$2 00
5 inch .....	2 42
6 inch .....	2 63
8 inch .....	3 57
10 inch .....	6 30
12 inch .....	7 82
Heavy Tee Hinges—	
4 inch .....	1 68
5 inch .....	1 94
6 inch .....	2 00
8 inch .....	2 68
10 inch .....	4 41
12 inch .....	7 25
Shelf Brackets, 151—	
3 x 4 inches .....	0 65
4 x 5 inches .....	0 90
5 x 7 inches .....	1 30
6 x 8 inches .....	1 65
7 x 9 inches .....	2 00
8 x 10 inches .....	2 30
10 x 12 inches .....	3 30
12 x 14 inches .....	4 90
Pulleys, 74—	
1 inch .....	0 44
1¼ inch .....	0 52
1½ inch .....	0 65
2 inch .....	1 20
Pulleys, 45—	
1 inch .....	0 31
1¼ inch .....	0 34
1½ inch .....	0 41
1¾ inch .....	0 48
2 inch .....	0 62
2½ inch .....	0 85

#### New Prices.

Prices that went into effect last week of which mention was made in our previous issue are as follows:

Asbestos Wick Packing, 55c per lb.  
Shovel Handles (all kinds), \$4 per dozen.  
1847 Rogers Bros. Silver Plated Ware —  
Tipped pattern—Tea Spoons, \$2.15 per doz.;  
Dessert Spoons, \$5.00 per doz.; Table Spoons,

\$6.30 per doz.; Dessert Forks, \$5.60 per dozen.  
Table Forks, \$6.30 per dozen.

Cotton Wrapping Twine—3-ply, in balls or cones, 33c lb.; 4-ply, in balls or cones, 36c lb.

#### WEEKLY PAINT MARKETS

(Continued from page 54.)

a noticeable increase in the supplies for the fall paint trade by some jobbing houses but the orders are not large yet as they are expected to be later in the season. The advance in price has been due to the firmness in the primary market. Turpentine is now quoted from 67c to 71c per gallon, barrels included in both instances. Quotations are as follows:

	Per Imp. Gal.
1 barrel lots .....	67c to 71c
2 to 4 barrel lots .....	65½c to 70c
5-gallon lots .....	72c to 75c

#### Glass Trade Picking Up.

The glass trade during the past week has shown a slight increase with some jobbers. One firm in particular reports the trade better during the past week than at any time during the previous ten weeks. This is considered but an indication of the possible trend of the fall trade. Prices have held firm at the recent advances. Fall fairs are still interfering with the trade to a certain extent. People are too busy in the country districts with these to think of other things. Usually a better demand for glass starts about September 1. This year has proved no exception to this rule.

#### White Lead Holds.

With the price of pig lead holding firm at \$6.70 to \$6.85 for spot per 100 pounds the price of white lead in oil also shows a firm tendency. When the recent decline of 50c per hundred took place pig lead was selling around \$6. There was a typographical error in last week's issue when it was stated that pig lead was around \$7 per hundred when the recent decline took place. The price of white lead in oil follows the price of pig lead for the most part. Prices remain unchanged at the present time. The demand during the week has been rather light.

White lead in oil, pure, in ton lots, \$13.45 per 100 lbs.; White lead in oil, pure, less than ton lots, \$13.75 per 100 pounds.

#### Putty Holds Firm.

There have been no changes in the putty situation. There is difficulty in getting whiting from which the putty is made. There is a disposition toward higher prices on this account but prices are already high and manufacturers have been loth to advance then still more as they are already at the point where consumption is being curtailed somewhat. The demand per putty is expected to increase during the present month.



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is buying future patronage**

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Every sale yields a comparatively large profit.

Let's get together on this big money-making proposition.

*Write for full particulars.*

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LIMITED**

WEST TORONTO

*If interested, tear out this page and keep with letters to be answered.*



# WEEKLY PAINT DEPARTMENT

## To Paint Will Be Popular This Fall

New Buildings, Much Repair Work, Industrial Activity,  
and the Popular Desire to Appear as Well as to be  
Passably Prosperous All Indicate a  
Demand for Paint.

**N**OT only will a new coat of paint make an old barn look new and keep a farm up-to-date with neighbors who have built new barns, but new paint, nicely applied, will help rent an apparently unrentable house in city or suburb, and will greatly delight the good lady who looks after the comfort and cleanliness of the home, that is owned and not rented, when conditions of increasing prosperity encourage the purchase of paint.

Considerations of this class seem to have been operating quite powerfully during the early fall in the minds of prospective purchasers of paint and its allied products associated with the creation of new paintable possessions and the refreshing and renovating of old ones.

### Paint for New Barns

New barns are certainly going to be built in very many localities by farmers rendered reasonably prosperous by the prevailing higher prices for their products, and helped by the undoubted prosperity of the many Eastern Canadian centres of commercial and manufacturing activity. Many new structures—and they will not be barns only—will require considerable paint, the inquiry for which has already begun in a tentative manner. It is true that the scarcity of labor in the painting trade has exerted a slightly retarding effect on the demand for paint during the past few months, since the spring activity. Yet to-day there is a distinctly increasing tendency on the part of those who know the sanitary, decorative, and preservative value of a timely coat of paint in the home or on the farm, to do without the welcome services of the expert brush wielder, who is probably "somewhere in France" (Heaven guard him!), and to get busy with paint pot and brush, doing the necessary and even the artistic, by personal effort. This fact accounts for the steady demand for paint in spite of labor shortage in the painting trade, and has its share in the prediction being made in reliable quarters, that this fall will find paints in quite as brisk de-

mand as they were last season, and probably in even better demand.

### Many Preparing to Paint

From over a score of widely separated centres in Ontario come reports—conversational, perhaps, but none the less quietly authoritative to the general effect, that many people in many communities are planning to "do a bit o' painting" this fall, and from the point of view of preservation for their paintable possessions alone, their plans are commendable.

To paint new wood is natural as soon as the thought comes that weather conditions are threatening to the life of the lumber, but not all the paint to be used this fall will be spread over new wood. The farmers in particular are assuredly contemplating a good deal of new building requiring new paint, but there are large quantities of repair jobs in sight, which will mean the necessary touches of paint everywhere to complete the work in business-like manner. It is surprising how much repair work will be undertaken this fall in many and various communities, and also in quite outlying districts. Nearly everyone interested in the upkeep of structural possessions likely to suffer from winter weather, or requiring furbishing up as a matter of self-respecting ownership, has in view some outlay, small or larger, in the line of paint supply, according to information gleaned from those in touch with the situation. In fact, it is going to be fashionable to do a little painting this fall. That is the situation in a nutshell—no, in a paint pot.

### Reasons for Fall Demand

There is a reason at the back of this coming fall demand for paints and paint products. Curiously enough the reason for the better business in sight for the paint supply trade this fall is found in the very cause of curtailment in painting and such "frills" of a previous fall—namely, the war. That very curtailment of really necessary fall painting

in 1914 is probably responsible for the gradual recovery to the normal and revival to the improved condition of demand noticeable in 1915, and likely to be more noticeable this year. Structures and appliances, which required painting, perhaps not too badly, in 1914, and were allowed to go without the "refresher," need the kindly touch of the paint brush quite urgently to-day. People are noticing this, and the demand predicted for paint is the direct result. A further reason is that there is hardly a centre of any importance throughout Eastern Canada which has not secured a reasonable share of the munition making industry, which has brought such considerable quantities of money forward for circulation amongst the communities of the Dominion.

This factor, contributing largely to the comfortable financial condition of consumers, has naturally fostered the natural resolution on the part of the reasonably prosperous to look prosperous. Probably nothing produces more quickly the pleasing look of prosperity about human possessions of the built-to-stay or built-to-move order than paint properly applied. Hence again the demand for paint, and the fact that wholesalers are called upon steadily to maintain the supplies of the retailers, and by indications as certain almost as orders, to make ready to meet an augmented demand for paint this fall.

### Glass Demand Good Also

Perhaps a precursor of the demand for paint, which is predicted, is the already positive and most pronouncedly existent demand for glass. There is to-day an actual scarcity of glass, and a brisk demand for putty also, all pointing to and proving the presence of that sort of prosperity which leads to and encourages the improvement of all classes of popular possessions—and so makes for a demand for paint.

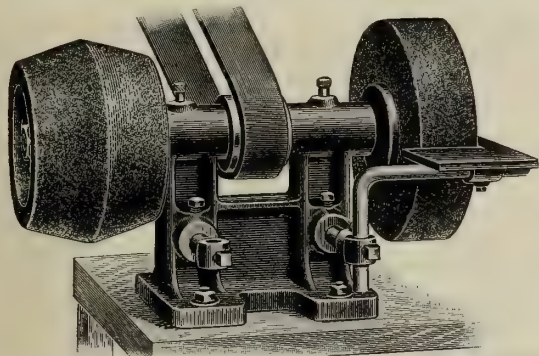
The store of Alex. Diotte, of Eel River Crossing, was entered some time Friday night. A quantity of goods, including pipes, tobacco, revolvers, cartridges, canned goods, etc., and about a dollar in change in the till, were taken. Mr. Diotte was asleep in the house at the time but heard nothing of the intruder.



## Sickle Grinders Tool Grinders Power Grinders

The "American" line costs no more than ordinary grinders, and it gives the fullest measure of satisfaction.

The workmanship, material and finish are remarkable. Every machine is tested and guaranteed.

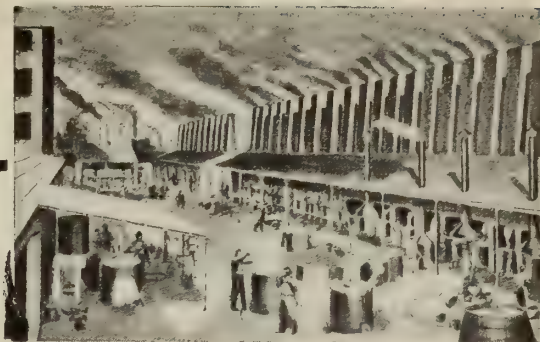


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**LUXEBERRY WHITE ENAMEL**—whitest white, stays white. Makes a permanent snow white finish in either dull or gloss effects.

**LIQUID GRANITE**—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

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*Write for price list and interest'g dealers' proposition.*

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(INCORPORATED)  
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I just measure out two pounds of this dry powder to each bag of Portland Cement, and it makes concrete that is waterproof and of a more uniform appearance

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It comes in bags like cement and is added in small quantities at the time of mixing.

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Ask your architect or engineer.

Write for the "Toxement" Booklet from Dept. 50.

**R. I. W. DAMP-RESISTING PAINT CO.**  
**TOCH BROTHERS**

Gerrard St. and Carlaw Ave.  
TORONTO, ONTARIO, CANADA

*If interested, tear out this page and keep with letters to be answered.*



# WEEKLY PAINT MARKETS

## MONTREAL.

**M**ONTREAL, Sept. 13.—Manufacturers in the paint trade here have this week announced to the retail trade a new schedule of terms as regards discount and time allowed for payments. Prices have not been changed so far. The new schedule refers simply to time. In place of the former 2 per cent 30 days, and net 90 day payment, the new scale makes it 2 per cent. 15 days, and net 60 days. The reason for this is simply a reflection of the considerably stricter terms upon the manufacturers in their purchases of raw material, say leading Montreal manufacturers.

### Linseed Oil Easier.

While the market for linseed oil opened this week quite firmly, there was a slightly easier tendency later. A difference of a cent in the downward direction was generally noticeable over the market, and in certain cases even easier prices were obtainable though the market must continue uncertain for linseed until more definite information is available as to prospects for the new season's crushing. Competition in the linseed oil market is quite keen at present, and small profits are being made, while the prices are of course still high as compared to previous periods. Nevertheless both crushers and jobbers are displaying no anxiety as to the coming supplies of linseed. Crop, weather conditions, and the question of freight rates all have a bearing on the price for the future some weeks ahead, and the variation in price may be slight or it may vary quite a little either up or down. Demand maintains good, and it is considered by men in a large way of business that the jobber who is getting 86 to 89 cents for the one to two barrel delivery is doing reasonably well as regards profit. This price was quoted by Hardware and Metal last week, and this week's prices figured at a cent lower represent the average state of the market for linseed with no certainty that they will maintain for any length of time.

	Raw	Boiled
1 to 2 barrels .....	85c	88c
3 to 5 barrels .....	84c	87c
6 to 9 barrels .....	83c	86c

### Turpentine Is Steady.

No change in prices is reported for

turpentine in Montreal this week, but a change is expected in the upward direction by some dealers. From 68 to 70 cents are the prices quoted, and the expected rise may not greatly vary the higher price, but may simply cut off the supply at the lower figure. The Southern markets have experienced an advance of 3 cents on turpentine, but to this rise the Montreal market did not respond, and may not in the same degree. It was possible to get turpentine a little cheaper than the 68 figure even with the Southern rise known, and a good demand was experienced.

### Prepared Paints Brisk.

Quite a brisk demand is reported for prepared paints in Montreal trade circles generally. There appears to be a good deal of fall activity in the painting line, and supplies are being required to meet this. The effect of the new terms quoted to retailers reducing the period for discount on payments did not apparently retard purchasing to any extent so far as early impressions of the matter go. It is felt that the demand due to reasonable prosperity apparent is sufficient to assure steadiness of the market for prepared paints for some time, and the hints heard amongst producers of possible higher prices next spring may tend also to keep up present demand. Present demand for paints as a matter of opinion on the markets is at least as good as it was in the spring of this year.

### White Lead Firm.

There is no change in the market for white lead in Montreal this week although pig lead went a shade easier. Prices quoted last week were \$13.60 for small lots, and one ton lots or larger \$13 to \$13.30. Red lead is in exactly the same condition as the white product, and both are in good demand. All lead products are steadily maintained a little higher than the market for pig lead, this condition having applied for some time now.

Gasoline which was in brisk demand last week, continued in good demand with a slight easing down of price to 28½ cents after which it remained firm. The market was well employed supplying out of town orders and a steady city demand.

## TORONTO

**T**ORONTO, Sept. 15.—Travelers again started on the road to make their calls after a short vacation during the Toronto Exhibition days. Fall fairs, however, continue to interfere with their work and are a disquieting element toward keeping the country merchants and people generally from settling down to their fall alterations and improvements to buildings.

### Linseed Oil Easier.

Jobbers have reduced their prices on linseed oil 3c per gallon during the past week, the change going into effect on September 12. Raw linseed is now quoted by the jobbers at 83c per gallon and at 86c for boiled. Crushers on the other hand quote from 79c to 82c per gallon in one to two barrel lots. At these prices the market is holding steady. The flaxseed market is slightly firmer as compared with this time last week, on Wednesday the close in Winnipeg being \$1.89 per bushel as compared with \$1.86 a week ago. The market for the seed fluctuates upward and downward between narrow limits, the range being between \$1.84 and \$1.90. This influence is attributed to the work of speculators. Conditions in the West apparently are still favorable to the flax crop. Much depends on the weather conditions during the next three or four weeks. Some of the crushers give it as their opinion that in the event of favorable conditions containing until the crop is harvested there should be a fairly good yield in Canada and that the price of flaxseed should be easier in consequence. The demand for oil cake continues good and the prices are at high levels, being quoted from \$39 to \$42 per ton in car lots. With the shortage of mill feeds and the scarcity of all coarse grains for feed it is expected the demand for this food will continue good throughout the winter. With the price of the cake in a firm way there is an influence at work to make an easier price in linseed oil.

	Raw	Boiled
1 to 2 bbls., per gal. . .	79-83c	81½-86c
3 to 5 bbls., per gal. . .	78-82c	80½-85c
6 to 9 bbls., per gal. . .	77-81c	79½-84c

### Turpentine Up 2c.

There has been a firmness in the turpentine market during the week, although the demand for the article has been somewhat limited. There has been

(Continued on page 50.)



# Big Orders *for Barn Paint*

It's well worth while to push the sale of barn paint. Each order is big enough to give you a very satisfactory profit—and the farmer who comes in to buy barn paint usually has other needs that you can supply.

You can get most of the barn paint orders in your territory if you are well supplied with

## **B-H** BRIGHT RED BARN PAINT

It is a bright, handsome, durable red paint that spreads easily under the brush (an important point with farmers who often do their own painting), covers well and is thoroughly satisfactory in every way.

It is moderate in cost, and has always proven highly popular in every community where it has once been used. Although its widest use is for painting barns, it is equally suitable for schools, roofs, outbuildings, fences, factories—in fact, wherever a moderate-priced, long-wearing red paint is required.

*Orders Promptly Filled.*

**BRANDRAM-HENDERSON** LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## ALUMINUM

Ingot, 99% pure, lb. .... 66  
Pattern, lb. .... 61  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, advance 2½%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½%; Arrow, 20%. Ball caps, B.B. Caps, \$3.05 per M. net; C. B. Caps, \$2.90 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$3.25 per M. net; C. F., 32, STW., \$10.45 net.

Above prices withdrawn. New prices to be issued shortly.

Prices on Dominion Cartridge Co. goods temporarily withdrawn.

"Winchester" B.B. Caps, \$2.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 12½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66-2-3%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only; Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—8 in. net ..... 3 00  
B.T.—10 in. net ..... 3 30  
B.T.—12 in. net ..... 3 90

## AXES

Forrester, doz. .... 6 75  
Cherokee, doz. .... 9 00  
Iland made, doz. .... 9 00  
Model, doz. .... 9 25  
Black Diamond, doz. .... 9 50  
Samson, single bit, doz. .... 9 25  
Samson, single bit, handled doz. .... 13 00  
Samson, double bit, doz. .... 13 00  
Samson flooring axes, No. 2, doz. .... 10 25  
Single bit, doz. .... 7 25 10 00  
Double bit .... 11 00 12 50  
Hunters' Axes .... 5 50 6 50  
"Boys" Axes .... 6 25 7 00  
Bench Axes, Samson No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## RABBIT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminumoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co. Ltd., No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwies—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

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Langwies—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25-8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

No. 1-18 in x 24 in. .... 6 60  
No. 2-18 in x 28 in. .... 7 20  
No. 3-20 in x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x38 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. .... 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.  
Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc  
Per doz. .... \$1 75

Pony ..... 3 55  
Crown ..... 3 75  
Dandy ..... 3 85

Improved Globe ..... 2 65 3 85  
Standard Globe ..... 2 75 3 95  
Neptune ..... 2 75 3 95

Original Globe ..... 3 00 4 25  
Newmarket King ..... 4 25  
Victor (Glass) ..... 4 25

Jubilee ..... 4 25  
Diam'd King (Glass) ..... 4 50  
Western King

(Enamel) ..... 4 25  
Reaver, brass ..... 6 00  
Wood, double faced, .... 1 25

Subject to small discounts for quantities.

BRUSHES  
Weighted, 15 lbs., per doz. .... 16 13  
Weighted, 20 lbs., per doz. .... 18 50  
Weighted, 25 lbs., per doz. .... 22 32

BUTTS  
Nos. 840, 800, 838, 30 and 2½%.  
No. 804, 40%; Nos. 808, 802, 842, 844, 37½%; Nos. 810, 814, 25%;  
Nos. 820, 910, 37½%.

CANS  
Milk factory cans, 15%.  
Cream cans, 20%.  
Railway cans, 20, 5%.

Land delivery and creamery cans, 20%.  
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, plus 10%.  
Common, cork-lined, 3%.

CEMENT AND FIREBRICK  
Less than carload lots ..... 1 85  
Portland, per bbl., carload lots, f.o.b. Toronto: 1 50 1 50  
White Bros. English: 2 00 2 05  
"Lafarge" cement, in wood 3 40  
Fire brick, Scotch, per 1,000 ..... 23 00 28 00  
Fire brick, English ..... 17 00 21 00  
Fire brick, Mm., low 23 00 25 00  
Fire clay, 2½-lb. tins, doz. .... 1 25

CEMENT (FURNACE)  
1½ lb. tins, per doz. .... 1 00  
6 lb. tins, per doz., lb. .... 0 05  
25 lb. tins, per doz., lb. .... 0 04

CEMENT, ROOFING Per gal.  
Roofing cement (in bbls.) ..... 0 29  
Cement (in 5 and 10 gals.) ..... 0 23  
Cement (in 2 gals.) ..... 0 30  
Cement (in 1 gal.) ..... 0 35

CHALK  
Carpenters' lead pencils, per gross ..... 2 40 6 75  
Crayons, per gross ..... 0 20  
Carpenter, red, gr. .... 1 30 1 25  
Carpenter, blue, gr. .... 1 30 1 25  
Carpenter, white, gr. .... 1 05 1 10

CHISELS  
Cold chisels, 5x6 in., doz. .... 2 20  
Bevel edge, 1 inch, doz. .... 2 50  
Common cold, ½, \$1.35; ¾, \$2; 1, \$2.75; ¾, \$3; 1, \$4.

Straight Shank Drills, 45%.  
Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.  
Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.80; ¾, \$6.70; ¾, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB 3-16 in., \$10; ¼ in., \$7.25; 5-16 in., \$6.75; ¾ in., \$5.75; 7-16 in., \$5.25 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

Steel Jack, 15% net.  
Brass Jack, net.

CHURNS  
List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD  
Universal No. 0 ..... \$12.00 doz.  
1 ..... 12.80 doz.  
2 ..... 16.20 doz.  
3 ..... 23.40 doz.

COPPER Montreal Toronto  
Casting ingot, see weekly report  
Bars, ½ to 2 in. .... 46 50 46 00  
Plain sheets, 14 oz., 14x28 in., 14x60 in. 45 00 45 00  
Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00  
Copper sheet, planished, 14x60 base. 57 00 57 00  
Braziers' in sheets, 6x4 base ..... 46 50 46 50

COPPERINE  
No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)  
No. 6, lb. .... 0 35  
No. 7, lb. .... 0 34  
No. 8, No. 9, No. 10, No. 12 0 33½

COAL TAR  
Crude coal tar, per bbl. .... \$4 50  
Refined coal tar, per bbl. .... 5 50

CURRY COMBS  
Discount, 25% off list.

CRATES  
Humpty-Dumpty, egg, doz., \$4;  
Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

CANADA PLATES Montreal  
Ordinary, 52 sheets ..... 4 50  
All bright, 52 sheets ..... 6 30  
Galvanized

Apollo Crown Gorbals  
18x24x52 .. 6 25 6 25 6 50  
60 .. 6 50 6 50 6 75  
20x28x47 .. 6 75 6 75 7 00  
20x28x94 .. 13 50 13 50 14 00

CHARCOAL TIN PLATES  
M.L.S. and Famous— Per box  
IC, 14x20 base ..... \$ 8 00  
IX, 14x20 base ..... 9 00  
IXX, 14x20 base ..... 10 25  
IXXX, 14x20 base ..... 10 25  
Raven and Murex Grades—  
IC, 14x20 base ..... 7 00  
IX, 14x20 base ..... 8 00  
IXX, 14x20 base ..... 9 50  
IXXX, 14x20 base ..... 12 00  
"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75  
IX, 14x20 base ..... 9 75  
IXX, 14x20 base ..... 10 75

CHARCOAL TERNE PLATES  
Denn or I G Grade—  
I C, 20 x 28, 112 sheets, 210 lbs., \$11.50; 216 lbs., \$12.

COKE, BRIGHT  
Ressemer Steel—  
10x14x20 base ..... 6 50  
20x28, double box ..... 13 00

CLOCKS, ALARM  
Good Morning, each ..... 0 85  
Look Out ..... 1 50  
Big Ben, each ..... 2 25  
Baby Ben, each ..... 2 25  
Sleepmetre, each ..... 1 10

CROWBARS, 4 to 4¼c per lb.

DRILLS  
Bit Stock Drills, 50%.  
Wood Drills, 20%.



**TIN  
COPPER  
ANTIMONY  
ALUMINUM  
SPELTER  
LEAD**

**THE CANADA METAL CO.  
LIMITED  
Montreal - TORONTO - Winnipeg**

Catalogue "A" Mailed Free

**EVERYTHING  
IN  
METALS**



**THE CANADA METAL CO., LIMITED, TORONTO**

**Hamilton**

**Montreal**

**Winnipeg**

**Vancouver**

# WINDOW GLASS

Cold weather is coming.

Is your stock complete?

If not then give us a chance to  
show you what we mean when we say

**"AT YOUR SERVICE"**

**A. Ramsay & Son Co.**

Established 1842

**TORONTO**

**MONTREAL**

**VANCOUVER**

*If interested, tear out this page and keep with letters to be answered.*



<b>"DOMINION CROWN BEST" — DOUBLE-COATED TISSUE.</b>		
I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base 9 50	9 50	
<b>FILES AND RASPS.</b> Per cent.		
Great Western, American....	65	10
Kearney & Foot, Arcade....	65	10
J. Barton Smith Eagle....	65	10
Disston Brand .....	60	10
McClellan Globe .....	65	10
Black Diamond .....	55	
Delta Files .....	60	10
Nicholson .....	55	
Globe .....	65	10
Vulcan Brand .....	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 72½%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.**

Hollow and pressed steel... 0 81  
Solid ..... 1 20 |  |

Special Stall Fixture, 40%.

**FRAMED MIRRORS.**

Size glass, 4 x 6 .....	1 00
Size glass, 5 x 7 .....	1 25
Size glass, 6 x 9 .....	1 60
Size glass, 7 x 9 .....	1 75
Size glass, 8 x 10 .....	2 00
Size glass, 9 x 12 .....	2 60
Size glass, 10 x 14 .....	3 10
Size glass, 10 x 17 .....	3 75

**GASOLINE.**

Montreal.  
Barrels ..... 0 32 |  || Drums ..... | 0 29 |  |
| Tank wagon ..... | 0 28½ |  |

Toronto  
Any quantity, in bbls.... 31 |  || Drums, 40-gal., per gal.... | 27½ |  |
| Tank wagon ..... | 27½ |  |

**GRINDSTONES**

Per 100 lbs.  
Over 40 lbs. and 2 in. thick 1 45  
Smaller sizes ..... 1 65 |  || Mounted No. 115, each.... | 3 75 |  |
| Bl.-Treadle, each.... | 4 25 |  |

**HALTERS (SNAP AND RING)**

Russet rope shank, 1 in. \$ 7 75	
Russet rope shank, 1¼ in. 9 25	
Black rope shank, 1 in. 8 00	
Black rope shank, 1¼ in. 9 40	
Hand sewn, no shank, 1 in. 11 50	
Hand sewn, no shank, 1¼ in. 13 00	
Hand sewn, with shank, 1 in. 14 75	
Hand sewn, with shank, 1¼ in. 16 25	

**HALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18; ¾ in., \$21.

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt. 10 00  
Masons, 5 lbs. and over, per cwt. .... 12 00 |  || Napping, up to 2 lbs. .... | 0 13½ |  |

**HANDLES (WOOD)**

Net  
Axe, No. 3 culls, doz. .... 1 01  
Axe, No. 1 hickory, doz. .... 2 14  
Axe, 2nd growth, doz. .... 3 00

Extra quality, 40 per cent.  
All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, \$2.50; No. 1, \$2; No. 2, \$1.60; maple, \$1.75; ash, \$1.90 per dozen.  
Prospectors, miners and drift pick handles, 22 in., \$3.20; 34 in. and 36 in., \$3.40 per dozen.

Manure fork handles, short, \$3.60 per dozen.

Hickory pick handles, No. 1, \$3, and No. 2, \$1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., \$1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

**SAWERS, BARN & PARLOR**

Stearns, wood track, Special.

Zenith .....	9 00
Atlas, steel covered..	5 25

Perfect, No. 1 .....	8 50
Perfect, No. 1½ .....	9 50
Perfect, No. 2 .....	10 00

New Milo, flexible, doz....	6 50
Steel King Hangers, doz. sets .....	6 40

Storm King and safety hangers, doz. ....	6 50
Steelall .....	9 00
Storm King rail .....	4 70

Crown .....	4 85
Crescent .....	7 25
Sovereign .....	6 50

Steel track, 1 x 3-16 in. (100 ft.) .....	\$ 3 25
Steel track, 1¼ in. ....	6 00

**HATCHETS.** Samson Samson  
Per doz. Shingle Claw

No. 1 .....	7 20	8 25
No. 2 .....	7 80	8 50

**HINGES, TEE AND STRAP**  
Net Prices.

Heavy	Strap	Tee
4-inch .....	\$3 00	\$2 55
5-inch .....	3 70	3 20
6-inch .....	4 00	3 60
8-inch .....	5 40	4 10
10-inch .....	9 60	8 30
12-inch .....	11 90	11 60
14-inch .....	13 60	11 80
16-inch .....	14 80	14 40

Subject to discount of 40 per cent. off list.

Light.

3 in., doz. prs....	1 00	1 00
4 in., doz. prs....	1 20	1 10
5 in., doz. prs....	1 40	1 30
6 in., doz. prs....	1 70	1 50
8 in., doz. prs....	2 50	1 80
10 in., doz. prs....	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—  
Under 12 in., per 100 lbs.... 6 00  
Over 14 in., per 100 lbs.... 5 25  
Larger ..... 4 60 |  |

Extra hooks for above, %  
in., per lb. .... 7 |  |

Extra hooks for above, %  
in., per lb. .... 6½ |  |

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, \$18.60; No. 10, \$19.50; No. 20, \$11; No. 50, \$30; No. 51, \$10.20; No. 120, \$18.60; No. 2255, \$22.20.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

**HOES.** Grub. ¾-lb., \$4.55 doz.

**HOOKE, CORN.**

Cyclone, doz. ....	2 40
Hoes, corn, doz. ....	5 40

**HOOKE, GRASS.** English

No. 2, per doz. ....	2 15	2 75
No. 3, per doz. ....	2 25	3 20
No. 4, per doz. ....	2 35	3 60
No. 5, per doz. ....	2 55	....

**HORSESHOES**

Iron shoes, light, medium and heavy, No. 2 and larger, \$4.40; No. 1 and smaller, \$4.65; show pattern, No. 2 and larger, \$4.65; No. 1 and smaller, \$4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.85; No. 1 and smaller, \$5.10; "X.L." steel shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. ....	0 12
Corrugated, ¾ in., ft. ....	0 16
Corrugated, 1 in., ft. ....	0 22

Less 5% for full reels, 560 ft. Cable, 70%.

Leader, 60, 10%.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

	Montreal	Toronto
Angles .....	base 2 50	3 50

Common bar, per 100 lbs. ....	3 00	2 90
Refined iron, per 100 lbs. ....	3 05	3 50

Horseshoe iron, per 100 lbs. ....	3 45	3 50
Norway iron .....	7 50	6 00
Mild steel .....	3 30	3 25
Band steel .....	3 30	3 50
Sleigh shoe steel. ....	3 30	2 25
Domestic .....	3 30	3 25

Reeled machinery steel .....	4 50	4 50
Tire steel .....	3 50	3 50
Toe calk steel .....	4 20	4 25

Mining tool steel, per lb. ....	0 11½	0 12
Camell Laird, lb. ....	0 20	
Sheet, cast steel, lb. ....	0 20	0 20
Black Diamond tool steel, per lb. ....	0 12	0 11
Silver tool steel, lb. ....	0 17½	0 18½
Spring steel .....	4 50	4 50

**IRON, TINNED.**

72x30 up to 24 gauge, case lots .....	14 25
72x30, 26 gauge, case lots. ....	14 75
Less than case, 25c per 100 lbs. extra.	

**IRONS (SAD)**

Mrs. Potts, No. 55, polished, per set .....	0 85
Mrs. Potts, No. 50, nickel-plated, per set .....	0 90
Mrs. Potts, handles, japaned, per gross .....	9 60
Sad irons, common, plain. ....	5 00
Sad irons, common, plated. ....	5 50
Princess Electric, each .....	2 75
Ideal Electric, each .....	2 50
Canadian Beauty .....	2 50
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each .....	3 15
Dover Electric, net .....	3 00
No. 70, Dover, per doz. ....	19 20

**LADDERS, ETC.** (Step Ladders)

Shelf-lock .....	14c ft.
Ontario .....	17c ft.
Faultless .....	21c ft.
Mechanic .....	26c ft.
Hercules .....	24c ft.
Perfect .....	22c ft.
Faultless, extra heavy .....	26c ft.
Hercules, extra heavy .....	29c ft.
Mechanic, extra heavy .....	31c ft.
Chair ladders, each .....	\$2 00
B.T. Standard .....	17c ft.
B.T. Economy .....	13c ft.
B.T. Iron Bound, 4-9 ft. ....	25c ft.
B.T. Iron Bound, 10-14 ft. ....	30c ft.
B.T. Iron Bound, 15-16 ft. ....	40c ft.
B.T. Iron Bound, 17-20 ft. ....	50c ft.
Crescent .....	16c ft.
Household .....	12c ft.
Standard .....	19c ft.
Electrician .....	25c ft.
Heavy duty .....	45c ft.
Extension .....	23c ft.
Common and Roped Extension. Up to 32 ft. ....	16c ft.
Up to 36 ft. ....	18c ft.
40 to 44 ft. ....	19c ft.
48 to 52 ft. ....	24c ft.
56 to 60 ft. ....	29c ft.
Single and Fruit Picking. 10 ft. to 16 ft. ....	12c ft.
18 ft. to 22 ft. ....	13c ft.

**LANTERNS** Per doz.

Cold Blast, doz. ....	\$ 8 00
Short Globe, doz. ....	8 00
Jumbo, doz. ....	9 25
Jap'd Dash, doz. ....	10 75
Search Dash, doz. ....	11 25
Searchlight, No. 20, doz. ....	19 00

All brass .....	24 25
Little Bobs A.C., doz. ....	2 00
Copper, well japanned, doz. ....	12 75

**LANTERN GLOBES**

Cold blast, short .....	0 65
Cold blast, short .....	0 65
Prism globes .....	1 20
Cold blast, short ruby .....	2 50
Cold blast, common ruby. ....	2 50

Less 5c a doz. in 6 doz. lots.

**LATHS (METAL)** Per sq. yd.

24-gauge, pat'd metal lath 0 15	
24-gauge, pat'd metal lath 0 15	
23-gauge, pat'd metal lath 0 17	
24-gauge, galv. metal lath. 0 21	
23-gauge, galv. metal lath 0 23	

**LEAD** Montreal Toronto  
Trail, 100 lbs., see weekly report.  
Lead Wool, 11c lb.

Sheets, 3 lbs. sq. ft. ....	12 00	12 00
Sheets, 3½ lbs. sq. ft. ....	11 75	11 75
Sheets, 4 to 6 lbs. ....		
sq. ft. ....	11 50	11 50
Cut sheets, ½c per lb. extra.		
Cut sheets to size, 1c per lb. extra.		

**LINES, PLOUGH**  
Russian hemp, \$3.80 doz. pair.  
Bleached flax, \$5.75 doz. pair.

**MACHINES (WASHING)**

	List	Each
Canadian .....	\$ 5 00	
Dowdell .....	5 00	
Hamilton .....	5 75	
Re-Acting .....	7 50	
Snowball .....	8 00	
Noiseless .....	8 25	
Sunlight .....	8 75	
Momentum .....	8 75	
Waverley .....	10 00	
New Century, style A. ....	9 00	
New Century, style B. ....	10 00	
New Century, Power, style D .....	24 00	
New Idea, style B .....	11 00	
Playtime, engine drive .....	11 00	
Ideal Power .....	16 00	
Seafoam, electric .....	60 00	
Seafoam, engine drive .....	25 00	
New Idea, electric .....	80 00	
Sunshine .....	4 50	
Popular, No. 1 .....	5 25	
Economic .....	6 00	
Champion .....	9 00	
Excell-All .....	11 00	
Blue Bell, without stand. ....	9 00	
Puritan Water Motor Washer, complete .....	16 00	
Hydro, One Tub, engine drive .....	26 00	
Low pressure water motor washer, each .....	16 00	
Connor ball-bearing, with rack .....	10 25	
I X L .....	10 00	
Gem .....	8 75	
Winner .....	8 00	
Connor Improved .....	5 00	
Jubilee .....	4 50	
Canada First .....	11 00	

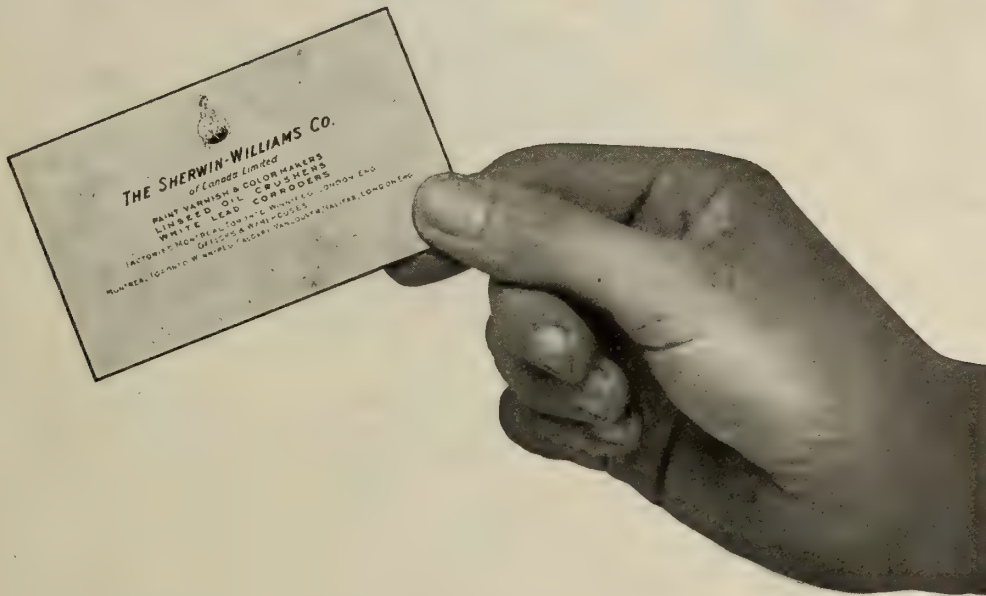
Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**NET**

Stephen Washers .....	\$ 6 00
Sterling .....	9 50
B.T. Bonnie, style A. ....	4 25
B.T. Bonnie, style B. ....	4 50
B.T. Ideal .....	6 25
B.T. Ideal Power .....	7 00
B.T. Ideal Water Motor ..	12 80
B.T. Cyclone .....	6 25
B.T. Cyclone Water Motor. ....	12 80
B.T. Vollmar, No. 2 .....	6 50
B.T. Vollmar, No. 3 .....	7 00
Forest City, engine-driven. ....	22 00
Forest City, electric .....	48 00



# WATCH FOR THE MAN WITH THIS CARD



They used to be called just "PAINT MEN" and some still answer to that name.  
But not the SHERWIN-WILLIAMS kind—

## **EACH ONE OF OUR REPRESENTATIVES IS A BUSINESS MAN.**

He is worthy of as much of your time as you are willing to put on equal terms with his.

THE SHERWIN-WILLIAMS representative is a combination of  
MANUFACTURER, CHEMIST,  
SALESMAN, ADVERTISER AND MERCHANT.

He must be an all-round man to represent the largest paint and varnish makers in the British Empire.

Let us know when you will be free to meet our representative—A profitable interview is assured.

# **SHERWIN-WILLIAMS**

# **PAINTS & VARNISHES**

## **A FINISH FOR EVERY PURPOSE**

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg,  
Calgary, Vancouver, Halifax, N.S., London, Eng.



*If interested, tear out this page and keep with letters to be answered.*



**NAILS**

Standard steel wire nails,  
Toronto, \$3.80 base; Montreal,  
\$3.85 base; London, \$3.80 base;  
Collingwood and Owen Sound,  
\$2.85 base.  
Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.  
Miscellaneous wire nails, 65 p.c.  
Coopers' nails, 15 p.c.  
Pressed spikes, % diameter,  
per 100 lbs., \$3.90. Montreal base.  
Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3, 1½-in.	.....	\$4 10
No. 4, 1½-in.	.....	3 80
No. 5, 1½-in.	.....	3 25
No. 6, 2½-in.	.....	3 00
No. 7, 2½-in.	.....	2 85
No. 8, 2½-in.	.....	2 75
No. 9, 2½-in.	.....	2 65
No. 10, 2½-in.	.....	2 55
No. 11, 3½-in.	.....	2 45
No. 12, 3½-in.	.....	2 48

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.

Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 72
Invincible, 2060	0 83
Put up in 10, 20 and 30-rod rolls	

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	13 00
Plumbers (spun)	8 00

**OIL**

	Montreal	Toronto
Can. prime white		
petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 21	0 22
XXX Machine	0 25½	0 21

**OLD MATERIALS**

Tea lead, pack, 5½c lb.  
Tea lead, chest, 5½c lb.  
Lead, heavy, pipe, etc., \$5.50.  
Brass, heavy, 15½c lb.  
Brass, light, 11½c lb.  
Zinc, heavy, 11c lb.  
Copper, heavy, 19½c lb.  
Old cast iron, \$14.75 per ton.  
Wrought iron, No. 1, \$18.75 ton.  
Wrought iron, No. 2, \$11.00 ton.  
Stove plate, \$11.00 per ton.  
Mach. compos., No. 1, 15c lb.  
Compos. turnings, No. 1, 13c lb.  
Rubbers, such as old rubber  
boots and shoes, according to  
trim, 7c to 8c lb.; overshoes,  
lumbermen's rubber boots, etc.,  
5 to 6c lb.; auto tires, etc., 4½c;  
bicycle tires, 2½c.

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

**PAPER, ETC.**

	Per 400 ft. roll.
Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 90
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck	
Brand	0 71
Dry Fibre, Good Luck	
Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand,	
tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 80
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60
Heavy dry straw	2 05
Heavy tarred straw	2 06

Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	4 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building	
paper, 600 sq. ft. roll	1 05

**ROOFING PAPER**

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise, sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 45

**PAPER, EMERY**

Emery paper and emery cloth,  
25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,  
25%; "Garnet," add 37½%.

**PARERS**

Gen. Hudson, per doz.	\$7 75
Little Star, per doz.	6 50

**PICKS (CLAY)**

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-  
count.

**PINS, CLOTHES**

	Per case
Selected full count	
5 gross, 4-in. (loose)	\$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs. of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

	Per 100 feet
Black	Galv.
¾ in.	\$ 3 00 \$ 4 50
¾ in. and ¾ in.	2 12 5 25
¾ in.	3 12 5 57
¾ in.	4 00 6 06
1 in.	4 83 10 29
1¼ in.	7 14 13 92
1½ in.	9 66 16 64
2 in.	11 55 22 39
2½ in.	15 34 25 89
3 in.	24 57 46 28
3½ in.	38 64 55 66
4 in.	45 78 65 95

**Lapweld.**

2 in.	17 02	24 24
2½ in.	25 16	36 56
3 in.	32 90	47 81
3½ in.	39 56	57 50
4 in.	46 87	68 13
4½ in.	57 15	83 19
5 in.	66 60	96 94
6 in.	86 40	125 50
7 in.	116 62	165 40
8 in. x25 lbs. per ft.	122 50	173 80
8 in. x25 lbs. per ft.	141 12	200 00
10 in. x32 lbs. per ft.	169 05	239 80
10 in. x32 lbs. per ft.	156 80	222 49
10 in. x40 lbs. per ft.	201 83	286 30

Prices Ontario, Quebec and  
Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$12 net.  
Lead waste pipe, \$13 net.  
Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe  
up to 6-inch, 65%.  
8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 50
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

**PLASTER**

Paris, per bbl., London, 2 25

**PLANES**

Wood bench, Can., 15 per cent.  
Wood, fancy, 15 per cent.  
Button's, genuine, 37½ to 40  
per cent.

**PLATES (BOILER)**

	Montreal	Toronto
Plates, ¼ to ½ inch,		
per 100 lbs.	4 50	4 50
Heads, per 100 lbs.	4 75	4 70
Tank plates, 3-16 in.	5 25	4 75

**PLUGS (METAL)**

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

**POLISH**

O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

**PUMPS**

B.T. Pump, No. 1, net	\$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

**RIVETS AND BURS**

Iron rivets, blacked and tinned,  
37½%.

Iron burrs, 37½%.

Copper rivets, usual proportion  
of burrs, add 30 p.c.; burrs, add  
50 p.c.

Extras on Copper Rivets, ½-  
lb. packages, 1c per lb.; ¾-lb.  
pkgs., 2c lb.

Coppered Rivets, net extras,  
2½c per lb.

**ROOFING**

	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 45
Asphalt roofing, 2 ply	1 85
Asphalt roofing, 3 ply	2 15
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per	
gal. in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06½
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Mont-  
real.

**ROPE**

Pure Manila basis	22½
British Manila basis	18
African hemp basis	18
Sisal basis	15½
Single lath yarn basis	15½
Double lath yarn	16
Yacht marine	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15
Italian rope basis	31

Above quotations are basis  
prices (¾" and larger), and are  
subject to usual advances for  
small sizes.

Cotton rope, 2-16 in.	0 29
¼ in. and larger	0 28
Sisal Clothes Line	Per doz
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

**SCALES**

Imperial Standard	25 p.c.
Champion	25 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.

**Crown Even Balance**

Richelle Union Scale, 40 p.  
Dominion Plates Scales, 40 p.

Net prices on Champion scale

are as follows:

Champion, 1-lb., \$1.00, plus 20c  
for stamping; Champion 10-lb.,  
\$6, plus 30c for stamping; Cham-  
pion 240-lb., \$9, plus 50c for  
stampings; Champion 600-lb., \$25,  
plus \$1 for stamping; Champion  
1200-lb., \$80, plus \$1 for stamping;  
Champion 2000-lb., \$39, plus \$1  
for stamping; Champion 2000-lb.  
with drop lever, \$46, plus \$1 for  
stampings; Household, 10-lb., \$4,  
10c net extra for stamping; 25-  
lb., \$5.20, 30c net extra for stamp-  
ing.

Discount from list on above  
25 per cent.

**SCREWS (MACHINE)**

Flat head, iron, 27½%; flat and  
round head, brass, net; Fillister  
head, iron, 10%; Fillister  
and oval head, brass, net.

**SCREWS**

Discounts off Standard List

Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47½
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37½
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 75
Cap screws, 55%; Set screws,	
60%.	

**SHEETS (BLACK)**

	Montreal	Toronto
	100 lbs.	100 lbs.
10 gauge	4 95	5 25
12 gauge	5 05	5 35
14 gauge	4 85	5 10
16 gauge	4 90	5 15
18-20 gauge	4 05	4 45
22-24 gauge	4 10	4 55
26 gauge	4 15	4 60
28 gauge	4 25	4 70

**Re Gauges of Sheets.**

On account of it being practi-  
cally impossible to secure gal-  
vanized sheets from England,  
owing to the war, American mills  
have decided that they will no  
longer roll the English gauges to  
meet this competition. However,  
they will continue to roll at 10%  
oz., which will be known as such  
or a 30 gauge, and will take the  
place of the former English 28  
gauge.

**SHEETS, CORRUGATED**

	Per 100 sq. feet.	
	Galvanized	Painted
28 ga. ....	\$ 5.50	\$2.75
26 ga. ....	6.00	4.25
24 ga. ....	8.00	5.25
22 ga. ....	9.00	6.25
20 ga. ....	11.00	7.25
18 ga. ....	13.50	9.00

Above prices are subject to 7½  
per cent. discount to dealers.

**Galvanized**

	Queen's	Fleur-de-Lis	Gorbals
	Head	Head	Head
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets —  
10½ oz., \$6.50; U.S. No. 28, \$6.20;  
U.S. No. 26, \$5.90; 22 and 24  
gauge, \$5.75; 18 and 20 gauge,  
\$5.55; 16-gauge, \$5.45; 14 gauge,  
\$5.30. F.o.b. Hamilton and Tor-  
onto.

Colborne (Crown) — 16-20 gauge  
\$6.65; 22-24 gauge, \$6.80; 26  
gauge, \$6.95; 28 gauge, \$7.25.

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## COMPARISONS

Of course, every Dealer who aims at building a Paint and Varnish business on the basis of permanence and profit, feels safer and more sure when is hooked up with a *real proven success*, rather than a doubtful promissory venture.

Business propositions, like individuals, are judged on their merits.

Present standing—past performance—future outlook—all form a basis for judgment.

Some businesses have been long in the developing stage, long in the unfulfilled promise stage—and are still in the "a-long-way-from-success" stage, "striving but not arriving."

Other businesses have been meteoric in their short life and are now forgotten.

The permanent, proven, successful business, beyond the doubtful or promissory stage, has been substantially built on sane business principles and methods and affords a guarantee of future safety to the Dealers whose interests are linked with it.

With this latter kind, the business of the Martin-Senour Co. can be truly classed.

We do not claim to have made paint for Noah to paint the ark, nor yet for Kings and Conquerors of Dark Ages, but in the real living present and within the memory of this generation of Canadians, we have built a strong, permanent, successful business, and while others have been "striving but not arriving," the Martin-Senour business has reached the very forefront in the Canadian Paint and Varnish field.

This has been accomplished, first, by establishing beyond all measure of doubt that the quality is unsurpassed in every can and package bearing a MARTIN-SENOUR Label.

This quality is as high as human agency can devise.

The marketing of our Products has been made easy and profitable for our thousands of Dealer-Agents by the help of strong, consistent advertising, well-planned sales help systems, and the closest co-operation it has been possible to give.

Our methods have been original and not the re-hashed, pilfered ideas of others.

Our entire energies are devoted to promoting the sale of our manufactured Products, which are all ready for the brush and on the shelves of the most successful and satisfied Dealer-Agents the country over.

We do not defeat our own ends and those of our Dealer-Agent by devoting a large part of our energy to the sale of any Raw Materials, which are after all the real competitors of prepared paints.

We have a permanent and experienced personnel in both Administrative and Sales organization, who thoroughly know their business and consistently mind it.

That business is to continue and perpetuate the most successful Paint and Varnish proposition of the present day.

In this, we are at your service. Our Dealer-Agents' success is our success.



**The MARTIN-SENOUR Co.**  
LIMITED  
PRODUCERS OF PAINTS AND VARNISHES  
MONTREAL  
WINNIPEG TORONTO HALIFAX



*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40.  
12½%, and 4th, 20%.  
Above discounts on Black  
Goods only. Full Polished Goods,  
50c per doz. net extra. Half  
Polished Goods, 25c per doz. net  
extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24,  
\$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.  
**SOLDER** Montreal Toronto  
See weekly report.

**SOLDERING COPPERS.**  
Base, per lb., 52 cents.

**SOLDER, BAR**  
Guaranteed ..... 0 27½  
Strictly ..... 0 25½  
Commercial ..... 0 24

**SOLDER, WIPING**  
Star extra ..... 0 25½  
Easy ..... 0 23½  
Acme ..... 0 23

**SPELTIER.** See weekly report.

**SPOUTS**  
Warner Malleable Winged  
Shank, per 1,000 .....\$18 00

**STAPLES** Per cwt.  
Montreal, Toronto and London  
Fence staples, galv., in kegs 4 90  
Fence staples, galv., 25 lb.  
boxes ..... 5 15

Fence staples, bright, in  
kegs ..... 4 05  
Fence staples, bright, in  
25-lb. boxes ..... 4 30

Poultry netting staples, 100  
lb. kegs ..... 12 00  
Galvanized discount 40 and 5%;  
bright, deduct \$1.10 from gal-  
vanized net. Extras, 50 lb. kegs,  
30c; 25 lb. kegs, 40c; 10 lb. kegs,  
60c.

**STUFFERS**  
Enterprise No. 25, each.... 6 25  
No. 25, each.... 8 50

**SWEEPERS, CARPET** Bissell's  
Boudoir ..... 31 00  
Champion Nic. .... 25 00  
Champion Jap. .... 23 00

Univ. Japd., cyco bearing... 26 00  
Univ. N.P., cyco bearing... 29 00  
Grand Rapid, Japd., ball-  
bearing ..... 28 00

Grand Rapid, N.P., ball-  
bearing ..... 31 00  
Princess, N.P., ball-bearing. 32 00  
Elite, ball-bearing ..... 36 00

Am. Queen, N.P., bal-bear.. 34 00  
Parlor Queen ..... 37 00

**SWEEEPERS (Vacuum)**  
Grand Rapids Vac, doz....\$77 00  
Household Vac, doz.... 63 00  
Superba Vac, doz. .... 92 00

**SWINGS**  
Baby, 2-passenger, each...\$2 75  
Ontario, 2-passenger, each... 3 75  
Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00  
Boysers Gliding Seats with  
awning, each .....13 50  
Without awning, each ..... 9 00

**TACKS**  
Strawberry box tacks, bulk;  
cheese box tacks, bulk;  
trunk tacks, blank and tinned,  
bulk; carpet tacks, blue; carpet  
tacks, tinned; carpet tacks (in  
kegs); cut tacks, blue, in doz.  
only; cut tacks, ¼ cut tacks,  
blue and tinned, in weights;

Swedes; Swedes upholsterers'  
bulk; Swedes brush, blue and  
tinned, bulk; Swedes gimp,  
blue, tinned and japanned; zinc  
tacks, prices quoted on applica-  
tion; leather carpet tacks; cop-  
per tacks. Discount 75%.

**NAILS**  
Copper nails; trunk nails,  
black; trunk nails, tinned; clout  
nails, blue; clout nails, tinned;  
chair nails; cigar box nails; pat-  
ent brads; fine finishing; picze  
frame points; lining tacks, solid  
head (in bulk). Discount 75%.

**CAPPED GOODS**  
Lining tacks, in papers; lin-  
ing tacks, in bulk; saddle nails,  
in papers; saddle nails, in bulk;  
tuffing tacks, 22 line, in doz.  
only; tin capped trunk nails;  
zinc glaziers' points, prices quot-

ed on application. Discount 75%.

**SHOE FINDERS' LIST**  
Shoe tacks, in dozens; shoe  
tacks, 1 lb. packages; Swedes  
shoe nails; soft steel nails; iron  
nails; zinc nails, prices quoted  
on application; hard steel nails;  
tempered steel shoe nails; chan-  
nel nails; Hungarian nails; min-  
ners' tacks; hob nails; zinc shank  
nails, prices quoted on applica-  
tion; steel wire shoe rivets; brass  
wire shoe rivets; clinch point  
shoe rivets, steel; Swedes shoe;  
clinch point shoe rivets, brass;  
steel cobblers' rivets; brass cob-  
blers' rivets. Net list.

**TAPES—Lufkins**  
Ass skin, No. 713, 50 ft., doz. 2 15  
Ass skin, No. 714, 66 ft., doz. 3 85  
Linen, No. 404, 66 ft., each. 1 20  
Metallic, No. 603, 50 ft., ea. 1 60  
Challenge steel, No. 263, 50  
ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25  
**THERMOMETERS**  
Incubator, doz. .... 5 40  
Dairy, dozen ..... 2 40—4 45

**TIES (METAL)**  
Galv., wall ties, per 1,000..\$5 00  
Painted wall ties, per 1,000.. 5 00

**TIES, COW**  
Open Ring, Closed Ring, 40 and  
3 per cent.  
3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.  
Tie Out Chains, 70%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**  
Discount, 27½%.  
Plain, 66 2-3%.  
Ret-tinned, 60 and 100%.

**TOOLS, HARVEST**  
Ordinary brands, 40%.  
Samson and Sovereign, 30 and  
100%.

**TROUGH (EAVE)**  
O. G. Square bead and half round  
Size in girth Per 100 feet  
8 in. ....\$ 6 90  
10 in. .... 7 70  
12 in. .... 9 10  
15 in. .... 12 50  
18 in. .... 16 00

Discount 45 and 2%.

**TRACK**  
B.T. Single Rail .....24c ft  
B.T. Double Angle .....22c ft  
B.T. Double Tee .....20c ft  
Discount off above, 40%.

**TRESTLES**  
6 ft., each \$1.50 14 ft., each \$4.20  
8 ft., each 2.00 16 ft., each 4.80  
10 ft., each 2.50 18 ft., each 5.40  
12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.  
650 ft., per lb. .... 0 13  
600 ft., per lb. .... 0 12  
550 ft., per lb. .... 0 10½  
500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.  
10-ton lots, ¼c lb. allowance.  
Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.  
Montreal Toronto  
5-ply and up ..... 0 28½  
4-ply, London, 35c. .... 0 38  
3-ply, London, 32c. .... 0 34

**TUBES**  
Boiler Tubes, Lapwelded.  
100 ft., 2 in. .... 17 50  
100 ft., 2½ in. .... 23 00  
100 ft., 3 in. .... 27 00  
100 ft., 3½ in. .... 32 00  
100 ft., 4 in. .... 40 00

**TUBS** Samson Galvanized  
No. 1, doz., net ..... 13 20  
No. 2, doz., net ..... 15 60  
No. 3, doz., net ..... 17 40

**Hercules**  
No. 4 ..... 12 40  
No. 5 ..... 13 83  
No. 6 ..... 15 40

**Common Galvanized**  
No. 0, doz. .... 8 33  
No. 1, doz. .... 11 16  
No. 2, doz. .... 12 15  
No. 3, doz. .... 13 86

**Per nest**  
Nests of 3—0, 1 and 2 .....\$2 38  
Nests of 3—1, 2 and 3 ..... 2 05  
Nests of 4—0, 1, 2, and 3 ..... 2 95

**WOOD TUBS**  
No. 0, per doz. .... 11 00  
No. 1, per doz. .... 9 50  
No. 2, per doz. .... 8 00  
No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

## VALVES, ETC.

Ground work, 56 p.c.  
Stand, compr. work, 65 p.c.  
High grade compr. work, 59 p.c.  
Cushion work, 50 p.c.  
Fuller work, bibs, 58 p.c.; No. 0  
basin cocks, 58 p.c.; and 1 and  
2 basin cocks, 52 p.c.; bath  
bocks, 64 p.c.  
Flatway stop and stop and waste  
cocks, 60 p.c.; roundway, 60 p.c.  
J. M. T. Globe, Angle and Check  
Valves, 35 p.c.; Standard, 45%.  
J. M. T. Radiator Valves, 50 p.c.  
Standard, 57½%; patent quick  
opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**  
Copper boilers, kettles, 10%.  
Copper tea and coffee pots, 10%.  
Copper boiler and tea kettle patts,  
plus 10%.

**WARE, JAPANNED**  
Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**  
Scotch grey, 65, 10%.  
White ware, 66 2-3%.  
White decorated, 12½%.  
Colonial, 50, 12½%.

Premier, 40%.  
Hollow ware, tinned steel, 30%  
off.

Enameled street signs, on ap-  
plication.

**WARE, GALVANIZED.**  
Dufferin pattern palls, list.  
English pattern, list.  
Galvanized washtubs, list.  
Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**  
Japanned ware, 22½%.  
Japanned ware, white, 17½%.  
Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**  
Discount, 17½%.  
6, 10 and 14-qt. flaring palls,  
17½%.

Copper bottom tea kettles and  
boilers, list.

**WARE, STAMPED.** Plain 66 2-3%.  
Ret-tinned, 60-100%.  
Tinners' trimmings, plain,  
66 2-3%.

Tinners' trimmings, retinned,  
60, 10%.

Tinners' trimmings, general,  
27½%.

**WASHERS, IRON.**  
Full box, 25%; smaller lots,  
25%, assorted. Price less 50 lbs.  
add 1c lb.; less 25 lbs., 2c lb.

**WEIGHTS, SASH.**  
Sectional, 1 lb., per 100 lbs. 2 25  
Sectional, ½ lb., per 100 lbs. 2 25  
Solid, 3 to 30 lbs., per cwt. 1 60

**WEIGHTS.** Horse, 5c lb.

**WHEELBARROWS.**  
Navvy, steel wheel, doz....31 25  
Gardner, steel wheel, doz....43 20  
Light garden, each ..... 2 50  
Heavy garden, L-side, each. 3 75  
Heavy farm, solid side, ea. 3 75

**WHIFFLETREES**  
Tubular steel, 28 ins. ....  
Tubular steel, 34 ins., per  
doz. ....

Tubular steel, 36 ins., per  
doz. ....  
Tubular steel neckyokes, 26  
inches, per doz. ....

Tubular steel doubletrees,  
40 inches, per doz. ....  
Tubular steel lumberman's,  
44 inches, per doz. ....

Prices temporarily withdrawn.

**WIRE.** Copper wire, 10%.  
Brass wire, 3 to 24 gauge, add  
33 1-3%; 25 to 36 gauge, add  
20%.

**WIRE, CUT HAY BALING.**  
No. 9, \$4.10; No. 10, \$4.15; No.  
11, \$4.25; No. 12 and 13, \$4.35; No.  
13½, \$4.45; No. 14, \$4.65; No. 15,  
\$4.85. Plus 7½%.

F.o.b. Toronto, Hamilton and  
Montreal.  
**WIRE CLOTH (Galvanized)**  
4 mesh ..... 7 70  
6 mesh ..... 8 15

**WIRE, STOVE PIPE.**  
No. 18, \$5.50; No. 19, \$5.75.  
F.o.b. Toronto, Hamilton, Mont-  
real, and freight equalized.

**WIRE CLOTHES LINE.**  
No. 17, \$6; No. 18, \$4.55; No.  
19, \$4 in 1,000 feet coils, includ-  
ing reels. F.o.b. Hamilton, To-  
ronto, London and Montreal.

## WIRE, FINE STEEL.

Discounts 15 per cent. List of  
extras. In 100-lb. lots: No. 17,  
\$5; No. 18, \$5.50; No. 19, \$6; No.  
20, \$6.65; No. 21, \$7; No. 22,  
\$7.30; No. 23, \$7.65; No. 24, \$8;  
No. 25, \$9; No. 26, \$9.50; No. 27,  
\$10; No. 28, \$11; No. 29, \$12; No.  
30, \$13; No. 31, \$14; No. 32, \$15;  
No. 33, \$16; No. 34, \$17. Extra  
net. Tinned wire, Nos. 17-25, \$3;  
Nos. 26-31, \$5; Nos. 32-34, \$7;  
Coppered, 75c; oiling, 10c; in 25-  
lb. bundles, 15c; in 5 and 10-lb.  
bundles, 25c; in 1-lb. hanks, 25c;  
in ½-lb. hanks, 28c; in ¼-lb.  
hanks, 50c; packed in casks or  
cases, 15c; bagging or papering,  
16c.

**WIRE, HAY, IN COILS.**  
Montreal, No. 13, \$4.05; No. 14,  
\$4.10; No. 15, \$4.20.

**WIRE, SMOOTH STEEL.**  
No. 0-9 gauge, \$4.25 base; No.  
10 gauge, 6c extra; No. 11 gauge,  
12c extra; No. 12 gauge, 30c ex-  
tra; No. 13 gauge, 30c extra; No.  
14 gauge, 40c extra; No. 15  
gauge, 55c extra; No. 16 gauge,  
70c extra.

Extra net per 100 lbs.—Oiled  
wire, 10c; spring wire, \$2.50;  
bright, soft drawn, 15c; charcoal  
(extra quality), \$1.25; packed in  
casks or cases, 15c; bagging and  
paperings, 10c, 50 and 100-lb.  
bundles in 25-lb. bundles, 15c; in  
5 and 10-lb. bundles, 25c; in 1-lb.  
hanks, 50c; in ½-lb. hanks, 75c;  
in ¼-lb. hanks, \$1.

**WIRE CLOTH.**  
Painted screen, in 100-ft. rolls,  
\$2.25 net 100 sq. ft.; in 50-ft. rolls,  
\$2.30 per 100 sq. ft.

Bronze screen, 12c sq. ft.  
Cut lengths, 13c sq. ft.

**WIRE (FENCE)** Toronto &  
London Montreal  
Barb ..... 4 25 3 75  
No. 9, coil spring, 3 95 3 95  
No. 9, plain galv. 3 90 3 70  
No. 12, plain galv. 4 05 3 85  
No. 13, plain galv. 4 15 3 95  
O. & A., No. 10 ... 4 41 4 41  
O. & A., No. 11 ... 4 47 4 46  
O. & A., No. 12 ... 4 55 4 55

**WIRE BALE TIES.**  
Single Loop— Per cwt.  
No. 12 .....\$ 4 55  
No. 13 ..... 4 65  
No. 13½ ..... 4 70  
No. 14 ..... 4 80  
No. 15 ..... 5 00  
No. 16 ..... 5 25

**WRINGERS.**  
Royal Can., 11 in., doz. list.\$ 84 80  
Eze, 11 in., per doz. .... 91 80  
Trojan, 12 inch ..... 185 00  
Favorite, 511E ..... 105 80  
Unexcelled, 1041E ..... 129 40  
Easy Work ..... 90 50  
Challenge, 3111E ..... 94 30  
Gem, 141E ..... 91 80  
Sunlight, 111 ..... 82 80  
Ottawa, 341E ..... 103 30  
Empire, 11 in. .... 93 80  
Superior, 11 in. .... 84 80  
Majestic, 11 in. .... 88 00  
Perfect, 11 in. .... 97 50  
Bicycle, 11 in. .... 103 30  
Daisy No. 2 .....  
Daisy No. 1 .....  
Maple Leaf No. 2 .....  
Maple Leaf No. 1 .....  
Sun .....  
Safety ..... 97 50  
Rapid ..... 82 80  
Universal ..... 63 00  
Eureka, 10" ..... 65 00  
Eureka, 11" ..... 71 60  
Eclipse ..... 97 70

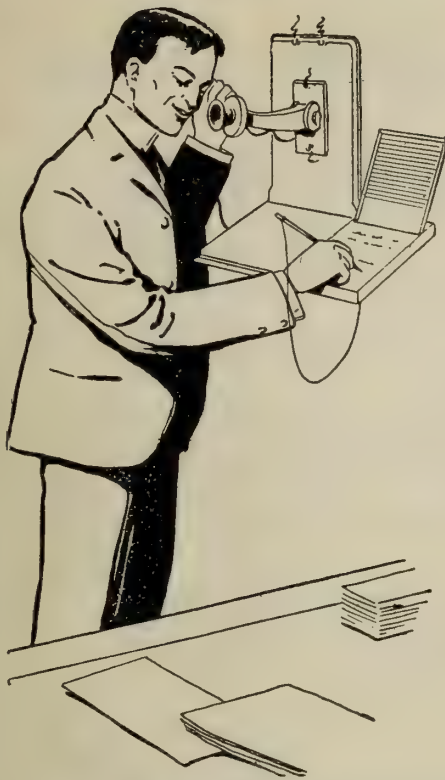
Discount off above list.  
Prices—50%

Freight equalized on shipments  
of ¼ doz. and upwards on Mont-  
real, Toronto, Kingston, Hamil-  
ton, London, St. Mary's.

**WRENCHES.**  
Regular, 65%.  
Trim. 57½% off list; parts, 55%.  
Stillson, 65%; parts, 62½%.  
Coes, 20%.

**WRINGERS—MOP.**  
White, No. 1, each..... 1 50  
**ZINC (SHEET)** Montreal Toronto  
5 cwt. casks ..... 0 20  
White, No. 2, each ..... 1 15  
White, No. 3, each ..... 1 35  
Part cask ..... 0 30½





*When ordering*

**DRY COLORS**

*Insist on getting the best—*

**MUNRO'S**

**REDS GREENS YELLOWS**

**BLUES PARIS GREEN**

Made in Canada by

**The Allan Munro Color Co., Limited, Montreal**

## **NOTICE TO BUYERS**

We consider it advisable to place orders now for your fall and winter supply of

**SIMONDS** CRESCENT GROUND  
CROSS-CUT SAWS  
AND HAND SAWS

both as a protection against changes in price and to insure a supply being held for you.

**SIMONDS CANADA SAW CO., LIMITED**

St. Remi St. and Acorn Ave., MONTREAL, QUE.

Vancouver, B.C.

St. John, N.B.

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.80 per 100 lbs.; 5 lb. packages, \$6.60 per 100 lbs.

## BEESWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Montreal Toronto  
Per lb. 0 14 0 16  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Per lb.  
Raw Umber, 100 lb. keg. 5-12c  
Burnt Umber, 100 lbs. 5-12c  
Raw Sienna, 100 lb. keg. 5-12c  
Burnt Sienna, 100 lb. keg. 5-12c  
Imp. green, 100 lb. keg. 0 22  
Chrome green, pure 0 35  
Chrome yellow 0 31  
Brunswick green, 100 lb. k. 0 12  
Indian red, 100 lb. keg. 0 12  
Indian red, No. 1, 100 lb. k. 0 05  
Venetian red, best bright. 0 04  
Venetian red, No. 1 0 02  
Drop black, pure dry. 0 25  
Golden ochre, 100 lb. keg. 0 06  
White ochre, 100 lb. keg. 0 03  
White ochre, barrels 0 02½  
Yellow ochre, barrels 0 02½  
Spruce ochre, 100 lb. keg. 0 03½  
Canadian red oxide, bbls. 0 01½  
Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13  
Indian red 0 18  
Chrome yellow, pure 30-35  
Golden ochre, pure 0 18  
French spruce ochre, pure 0 15  
Chrome green, pure 15-22  
French permanent green, pure 0 20  
Signwriters' black, pure. 0 24  
Marine black, 25-lb. irons 0 07  
Lampblack 0 21

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins  
Alba-Gloss enamel 4 50  
Anchor Floorlustrer 2 10  
O.P.W. Sunshine White 4 10  
Old Dutch Enamel 4 00  
Jas-per-lac floor enamel 1 90  
Jas-per-lac art enamel 3 10  
Martin's Enamel 4 25  
Mooramel 4 35

## FILLER

Luxeberry Enamel \$5 00  
Screen Enamel, BB 1 65

## FORMALDEHYDE

Per bbl.  
Demi-Johns, 50 lbs. 0 15½  
\$1.10 for demi-john extra.

## GLUE

Per lb.  
French medal 0 20  
English common sheet 0 25  
English prima 0 25  
White pigsfoot 0 23½  
Perfection amber, ground, No. 1230 0 20  
Cake, bone, 112-lb. bags. 0 12  
Hide, 112 lb. bags 0 35  
Gelatine, 112 lb. bags 0 45  
Ground glues, 112 lb. bags—  
No. 1 0 20  
Extra 0 18  
Dreadnought, lb. 0 14½

## GLASS

### (TORONTO QUOTATIONS)

Size	Under 25	26 to 34	35 to 40	41 to 50	51 to 60	61 to 70	71 to 80	81 to 84	85 to 90	91 to 94	95 to 100	101 to 105
United Inches	\$7 80	8 15	8 50	11 75	12 25	13 10	14 75	22 75	24 35	25 00	29 00	32 00
Star	\$11 90	12 85	13 60	15 50	15 85	16 80	18 35	22 35	25 00	29 00	32 00	
Diamond												

106 to 110 37 00  
Discount, 20%; 50 cases and over open.

## MONTREAL QUOTATIONS

Country Base Price  
United Inches  
Up to 25 \$7 80 \$11 90  
26 to 34 8 15 12 85  
35 to 40 8 50 13 60  
41 to 50 11 75 15 50  
51 to 60 12 25 15 85  
61 to 70 13 10 16 80  
71 to 80 14 75 18 35  
81 to 85 22 35  
86 to 90 24 35  
91 to 95 25 00  
96 to 101 29 00  
101 to 105 32 00  
106 to 110 37 00

## GLASS, PLATE

Montreal:  
City, 25 and 5% off list.  
Country discount, 20 and 5% off list, delivered.  
City discount, 20 and 5% off Toronto.  
Country discount, 20 and 5% off list, delivered.  
F.o.b. warehouse on orders up to \$75 gross list value. Orders over, \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.  
Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)  
Prices per 100 lbs. in ton lots  
Montreal Toronto

	Montreal	Toronto
"Anchor Pure"	\$13 30	\$13 45
O.P.W. Decorators' Pure	13 30	13 45
Crown and Anchor	13 30	13 45
Crown Diamond		
Pure	13 30	12 45
Elephant Genuine	13 60	13 75
Green Seal	13 30	13 45
Moore's Pure White		
Lead	13 30	13 45
O.P.W. Decorators' Pure	13 30	13 45
O.P.W. English	12 75	13 70
Painters' Perfect	12 85	13 00
Ramsay's Pure		
Lead	13 30	13 45
Tiger Pure	13 30	13 45
Less than ton lots, 30c per cwt. higher		
Brandram's B.B. Genuine	\$15	
Montreal and \$15.15 Toronto in less than ton lots. Ton lots less 5 p.c.		
James Genuine, \$17 less than ton lots. Ton lots less 5 p.c.		

LEAD (RED DRY)  
Genuine, 560-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½  
Less quantity 0 13

LEAD, ARSENATE OF  
Per 100 lbs. Dry Paste

	Dry	Paste
1-lb. bottles	\$35 00	\$21 00
2-lb. bottles	18 00	
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	
25-lb. irons	25 50	13 00
50-lb. irons		12 50
100-lb. irons	24 00	11 75
200-lb. irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MERESCO  
Tints in 5 lb. packages, per 100 lbs. \$5.40

LINSEED OIL  
For prices see weekly report.

PAINTS, PREPARED  
Per gallon (in quarts)

	Per gallon (in quarts)
Brandram-Henderson's "Eng-lish" white	2 65
"English" ordinary colors	2 50
Benjamin Moore's "Egyptian" Brand	1 80
Canada Paint Co.'s Pure	2 65
Crown Diamond	2 35
Crown Diamond, floor	2 00
Elephant	2 35
Frescotone, white	2 50
Frescotone, colors	2 40

Jamieson's Crown and Anchor 2 00  
Jamieson's Island City 2 05  
Martin-Senour 100% Pure 2 50  
Minerva, white 2 55  
Minerva, ordinary colors 2 40  
Moore House Colors 2 10  
O.P.W. Canada Brand, Pure 2 20  
O.P.W. Canada Brand, Floor 2 10  
O.P.W. Canada Brand, Flat Wall 2 10  
Ramsay's Pure 2 30  
Ramsay's Thistle 1 70  
Stephens' House Paint, (Wpg.) 2 55  
Stephens' Floor Paint (Wpg.) 2 25  
Senour's Floor Paint 2 20  
Senour's Porch Paint 2 50  
Sherwin-Williams 2 50  
Flat tone 2 40

## PARIS GREEN Mun- C.P. Ber-

	42%	38%	39%
600-lb. bbls.	42%	38%	39%
250-lb. kegs	43	39	39%
100-lb. drums	44	40	40%
50-lb. drums	44	40	40%
25-lb. drums	44½	40½	41
1-lb. 100s, pkgs.	46½	42½	43
½-lb. 100s	48½	44½	45
1-lb. 100s, tins.	47½	43½	46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. \$2.25-\$2.50

## PRIMER

Luxeberry Primer 2 25

## PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ Barrels	0 06½
Barrels	0 06

## PUTTY

Standard Montreal Toronto

	Standard	Montreal	Toronto
Bulk, in casks	2 70	2 80	
Bulk, 100-lb. drums	2 90	3 00	
Bulk, 25-lb. drums	3 00	3 10	
Bladders, in bbls.	3 30	3 40	
Pure Putty, 70c cwt. advance			

## SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. 0 65  
Pint tins, per doz. 1 10  
London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

## TURPENTINE

Montreal Toronto  
See weekly report for prices.

## SLATING

Liquid Slating, B.B. \$3 00

## STAINS

	Gal.
Oil and Spirit, Berry Bros.	\$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 98
Sun Varnish Stains	2 20

## VARNISHES

	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 90
Copalline Varnish	2 50
C. P. Co.'s Sun Varnish	2 50
Depend on Light Hard Oil Finish	1 70
Dulcigloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" Varnish	2 65
"Dreadnought" varnish (gloss)	1 90

## "Dreadnought" varnish

(eggshell) 1 90

"Dreadnought" hard oil finish 1 20

"Dreadnought" interior varnish 1 20

"Dreadnought" terebene dryer 1 60

"Dreadnought" bronzing liquid 1 05

Elastic Interior 1 40

Elastic Exterior 1 55

Elastic Excello 2 00

Everlastic (Floor) 2 55

Elastilite 2 25

"Flint-Lac" coach 1 30

Flatline Floor Finish 3 00

Gold sized Japan 2 00

House painter's White Jap. 1 95

Jas-per-ite exterior finishing 2 25

Jas-per-ite pale hard oil 1 60

Jas-per-ite floor finish 2 25

Kopi 2 30

Kyanize floor finish 3 50

Kyanize cabinet rubbing 2 50

Kyanize spar 4 75

Kyanize stains 3 50

Liquid granite 2 80

Luxeberry light 2 60

Luxeberry spar 4 10

Luxeberry exterior 4 50

Marble-ite 2 30

Mar-Not 2 70

Martin-Senour finest inter. 2 60

Martin-Senour Wood-Var 2 30

Maritime spar varnish 4 00

No. 1 Furniture Varnish 1 25

Pure White Shellac 2 40

Pure Orange Shellac 2 25

Sherwin-Williams "Kopal" Varnish 2 75

Stove-Pipe Varnish, ½ pints, gross 9 00

Sun Waterproof Floor Finish 2 75

Sun-Spar Varnish 4 00

## WATER PAINTS

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04½

## WASTE (POLISHING)

Cream 0 17

## WASTE, WHITE WIPING.

XXX Extra	0 16
X Grand	0 15
XLGR	0 14
X Empire	0 13
X Press	0 12

## WASTE, COLORED WIPING

Fancy	0 11½
Lion	0 10½
Standard	0 09½
Popular	0 08½
Keen	0 07½

## WASTE, WOOL PACKING

Arrow	20
Axle	16
Anvil	12
Anchor	10

## WIPERS, WASHED COTTON

Select White	12
Mixed Colored	9
Dark Colored	8

This line subject to trade discount for quantity.

## WAX

	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 35
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41-44c
Johnsons	41-44c
Gold Medal	0 30

## WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, boiled, in bbls.	1 85
Per 100 lbs.	

## WOOL ALCOHOL



Send a Sample Order to-day for

# UNIVERSH

**IT SELLS QUICKLY—YOU'LL SOON NEED MORE**

One varnish for every purpose. Gives excellent results no matter where it is used. You can guarantee it. We'll stand behind your recommendation.

*Good for Pianos, Floors, all interior and exterior work, Automobiles, Boats. Good everywhere.*

Manufactured only by

**The Dougall Varnish Co., Limited**

305 MANUFACTURERS STREET

MONTREAL

RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY**

**PHILADELPHIA, PA.**

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$15.25;  
chilled, \$16.75; buckshot, \$16.05;  
ball, \$16.45.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 15½¢.  
Norris, 41 to 56 lbs., 15¢; 57 to  
70 lbs., 13½¢; 71 to 83 lbs., 12½¢;  
84 lbs. and over, 12¢.

## AXES

H. B., 1 lb., \$7 per doz.; 1½  
lbs., \$7.40; 2 lbs., \$7.75; 2½ lbs.,  
\$8.50; 2½ lbs., \$8.75; 3, 3½ and 4  
lbs., \$9.50; H. B. Handled Axes, 2  
lb., \$10; 26 lb., \$10.75; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.50;  
lb. and 4 lb., \$11.75; Black Prince  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$20.80.

**BARS, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 6 in. and under, 50  
and 10%; over 6 in., 50%.

## Leather

Agricultural leather belting,  
66 2-3 p.c. off list.

Standard, 50 and 5 p.c. off list.

The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, ¾ and smaller,  
35 p.c.; 7-16 and larger, 20 p.c.;  
machine, ¾ and under, 35 p.c.;  
7-16 and over, 25 p.c.; machine  
set screws, 55 p.c.; plough bolts,  
25 p.c.; nuts, small lots, 1c  
advance over list; case lots, net  
list; stove bolts, 60 p.c.; shaft  
bolts, 20 p.c.; tire bolts, 35 p.c.;  
sleigh shoe bolts to ¾, 25 p.c.;  
7-16 and up, 20 p.c.

**BORAX.** Borax, per lb., 12¢.

## BUILDING PAPER

Tarred, 75¢ to \$1.20 per roll,  
according to quality; plain, 55¢  
to \$1.05.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; ¾, \$6.25; 7-16, \$6; ½,  
\$5.75; 9-16, \$5.75; ¾, \$5.65; ¾,  
\$5.50; Logging, 5-16, 7½¢; ¾,  
6½¢; tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

## CLEAVES, MALL.

8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60¢ per lb. Tinned, 47¢; Braziers'  
soft copper, 10-24 ft., 26¢; 27½¢.  
Soldering irons, 55¢ base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Bavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.

Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 83 1-3; Imperial, 50,  
2½; Premier, 33 1-3; Colonial, 50,  
2½; white, 60, 7½; diamond,  
23 1-3; pearl, 50, 2½ per cent.

## FIXTURES

Star hollow ware, No. 3, \$1.

Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17¢ lb.; 125-lb. kegs,  
18¢ lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.

**FILES.** Nicholson's 57½ p.c.  
**GALVANIZED WARE.**

10% advance on net list, except  
heavy tubs and heavy pails,  
which are net list.

**GLASS, WINDOW** Single Double

Up to 25 in. ....	6 75	10 25
26 to 40 .....	7 50	11 75
41 to 50 .....	10 00	13 25
51 to 60 .....	10 50	14 00
61 to 70 .....	11 25	14 75

**GLASS (Plate)**

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.  
Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 35 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOBS.** Door, 307, \$1.35.

## IRON BAND.

1½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90.

## IRON GALVANIZED "Fleur

10½ oz. or 2S Eng..	7 00	7 00
28 Am. or 26 Eng..	6 75	6 75
26 Am. or 26 spec..	6 45	6 45
24 .....	6 05	6 05
22 .....	5 95	5 95
18 and 20 .....	5 75	5 75
16 Am. ....	5 60	5 60
14 Am. ....	5 60	5 60

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6¢ per lb.; 4 lbs., 7½¢ per lb.  
Mrs. Pott's No. 55, set .... 0 95  
Mrs. Pott's No. 50 set .... 1 00  
Mrs. Pott's common sad iron  
handles, 85¢ dozen. Mrs. Pott's  
improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,  
60¢; B, per case 6 doz., \$4.10; per  
doz., 75¢.

## LANTERNS

No. 2, plain .....	8 25
No. 20, X-ray .....	12 00
No. 22, Dash-board .....	10 75
Trullite, short globe, doz...	8 25

**LEAD PIPE,** \$13.40.

**LEAD WASTE,** \$14.40.

## LINSEED OIL

Raw, per gal., \$1; boiled, per  
gal., \$1.63.

These prices are for barrels.  
Less amounts 5¢ per gal. extra,  
with additional charges for cans,  
etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85  
base; Winnipeg, \$4.25 base. Cut,  
f.o.b., Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.

**NETTING.** Poultry, 40 per cent.  
Banner Netting, 24 in., \$2.65;  
36 in., \$3.35; 48 in., \$3.90; 60 in.,  
\$4.65; 72 in., \$5.35.

## NUTS

Square, small lots, 1c advance  
over list; case lots, net list.

Hexagon, small lots, 1c advance  
over list; case lots, net list.

## OIL CANS

	Tin	vanized
½ gal., dome top ....	\$2 73	\$ ...
1 gal., dome top ....	3 32	6 05
2 gal., dome top ....	5 17	9 35
5 gal., dome top ....	8 24	14 85

## OILS

"Buffolite," 20c; Ideal Thresher,  
35c; "B" Castor machine oil, 30c;  
Buffalo Engine gasoline, 32½¢;  
Buffalo "A" gas engine oil, 45c;  
Royal gasoline, 32c; Family  
Safety coal oil, 19½¢; "Engo-  
line" engine coal oil, 15¢; Sum-  
mer Black oil, 19c; Kelso engine  
oil, 45c; Silver Star oil, 16¢;  
Royalite oil, 17c; Standard gas  
engine oil, 42c; Prairie Harvester  
oil, 40c.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, \$3 per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

¼ in., \$6.25; ½ in., \$6.20; ¾  
in., \$6.75; 1 in., \$8.45; 1 in.,  
\$12.50; 1¼ in., \$16; 1½ in., \$20.25;  
2 in., \$27.20; 2½ in., \$43.05; 3 in.,  
\$56.80.

## IRON PIPE

Black, ¼, \$3.70; ¾, \$3.78; ½,  
\$4.60; ¾, \$5.60; 1, \$8.20; 1¼,  
\$10.90; 1½, \$13; 2, \$17.50; 2½,  
\$20; 3, \$39.25; 3½, \$47.25; 4,  
\$56; 4½, \$68.78; 5, \$80.10; 6,  
\$103.95.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb.; less, 46½c lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.75; 8  
inch, \$5; full polish, 6-7 inch,  
\$5.75; 8 inch, \$6; Black sheets,  
\$4.90; 8 inch, \$5.15; Black sheets  
— 28, \$5; 26, \$4.85; 18-24, \$4.75;  
16, \$5.35; 14, \$5.25; 12, \$5.35; 10,  
\$5.25.

**PLow SHARES,** ..... 10¢ per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PURTY

100-lb. irons ..... 3 25  
25-lb. irons, per cwt. .... 3 50  
1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assorter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½¢ base; pure Manila,  
24¢ base; British Manila, 19c  
base; lath yarn, 16½¢ base; Afri-  
can hemp, 19c base; cotton rope,  
30c.

Tarred Marline Hanks, per  
lb., 31c.

## SASH BALANCES (Caldwell.)

33 1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$5.25; New Cen-  
tury, \$7.25.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
37½ p.c.; coach, 45 p.c.

## SHEET ZINC. Any lots, 30c.

Black Steel Sheets

10 gauge .....	5 00
12 gauge .....	5 10
14 gauge .....	5 00
16 gauge .....	5 10
17-24 gauge .....	4 50
26 gauge .....	4 60
28 gauge .....	4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50¢ per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.90; No. 10, \$12.55.

## SOLDER

Per pound, 34 to 35c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$3.90 at  
Fort William, \$4.30 Winnipeg;  
galvanized staples, \$4.70 Fort  
William; \$5.10 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$4; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$4; machine,  
\$4.50 base; tire, \$4.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; 1 in.,  
\$4.35; 1¼ in., \$4.25; 1 in., \$4; 1½  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 70-10% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58¢ per lb. Per Box  
20 x 28 I.C. .... \$13 50  
20 x 28 I.X. .... 15 00  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VICES

Peter Wright's solid box vises,  
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,  
\$7.50 each; over 45 lbs., 18c lb.

## WASHERS

Iron, small lots, 25 p.c. + 75c;  
full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

Decorators' pure, ton lots,  
\$14.05; less than ton lots, \$14.35.

## WIRE, BARB

Lyman 4-point, \$2.50 f.o.b. Ft.  
William, \$3.75 Winnipeg; Glidden  
Cattle, 2 pt., \$3.35 Ft. William,  
\$3.50 Winnipeg; Baker 2 pt.,  
\$3.60 Ft. William, \$3.55 Winni-  
peg; Winnipeg, \$2.95; plain twist,  
cwt., Ft. William, \$3.90; Winni-  
peg, \$4.30; plain galvanized, Ft.  
William, No. 9, \$4.10; No. 12,  
\$4.35; Winnipeg, No. 9, \$4.50; No.  
12, \$4.75; coil spring, Ft. William,  
No. 9, \$4.05; No. 12, \$4; Winni-  
peg, No. 9, \$4.35; No. 12, \$4.30.

Patented screen in 100-ft. rolls.  
\$2 per hundred sq. ft.; in 50 ft.  
rolls, \$2.10 per 100 sq. ft.

## WIRE, PLAIN

\$3.15.  
Rule ties, 14 gauge, single loop,  
\$5.40 Winnipeg; \$5 Fort William.

Brass snare wire, per lb., 80c.

## WIRE, ANNEALED.

0-9, \$4.45; 10, \$4.50; 11, \$4.57;  
12, \$4.65; 13, \$4.60; 14, \$4.80; 15,  
\$4.95; 16, \$5.10.





*Stephens*

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS



"Silkstone" is a business-builder—a producer of substantial profits—giver of universal satisfaction.

"Silkstone" can be washed with soap, without losing any of its beauty.

It is *sanitary* and *durable*. Is more economical than distemper colours and can be used where distemper cannot.

*Dries smooth as silk, hard as stone.*

Send us a trial order and test its selling qualities.

Have we an agent in your town?

*If not, write us for agency proposition.*

## G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



If interested, tear out this page and keep with letters to be answered.



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



**SEYMOUR SHEARS**

have been the  
Standard for over  
eighty years



**TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS**



**BARBER SHEARS  
LADIES' SCISSORS**



**TINNER SNIPS**

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER, Limited, New York**  
**A. MacFARLANE & CO., Montreal**  
Canadian Agents.

**MYERS TANK PUMPS  
EASIEST TO OPERATE**

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.

**F. E. Myers & Bro.**  
Ashland, Ohio.

**J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.**  
**Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.**



**OWL  
BABBITT  
METAL**

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c lb.

Write for discount to trade.

**THE OWL METAL CO. LTD.**  
Winnipeg



**OAKEY'S**

The original and only Genuine Preparation for cleaning Cutlery

**'WELLINGTON'**

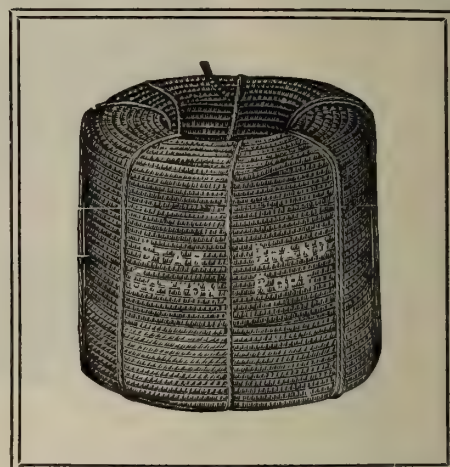
**KNIFE POLISH**



**JOHN OAKEY & SONS Limited**  
Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**



**THE  
"CANNON  
OILER"**



**FORCES  
THE OIL  
ANYWHERE**

**Easy Seller Because—**

It is exceptionally convenient, quick acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

**R. E. BLOOMER**  
KEITHSBURG, ILL.

**NOVA SCOTIA STEEL  
& COAL CO., Limited,  
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA  
PIG IRON**

and **SIEMENS-MARTIN**

**OPEN HEARTH STEEL**

**THE HOE  
OF ALL  
HOES**



Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by  
**SCHOENER MFG. COMPANY**  
St. Cloud, Minn.  
Sold by all jobbers.

Kindly mention this paper when writing advertisers



# WAR LOAN

---

# DOMINION OF CANADA

**Issue of \$100,000,000 5% Bonds, Maturing 1st October, 1931**

PAYABLE AT PAR AT

OTTAWA, HALIFAX, ST. JOHN, CHARLOTTETOWN, MONTREAL, TORONTO, WINNIPEG,  
REGINA, CALGARY, VICTORIA

**INTEREST PAYABLE HALF-YEARLY, 1st APRIL, 1st OCTOBER.  
PRINCIPAL AND INTEREST PAYABLE IN GOLD.**

**ISSUE PRICE 97<sup>1</sup>/<sub>2</sub>**

*A Full Half-Year's Interest will be  
Paid on 1st April, 1917.*

*The Proceeds of the Loan will be  
Used for War Purposes Only.*

The Minister of Finance offers herewith, on behalf of the Government, the above named Bonds for subscription at 97<sup>1</sup>/<sub>2</sub>, payable as follows:—

10	per cent. on application;
30	“ “ 16th October, 1916;
30	“ “ 15th November, 1916;
27 <sup>1</sup> / <sub>2</sub>	“ “ 15th December, 1916.

The total allotment of bonds of this issue will be limited to one hundred million dollars, exclusive of the amount (if any) paid for by the surrender of bonds as the equivalent of cash under the terms of the War Loan prospectus of 22nd November, 1915.

The instalments may be paid in full on the 16th day of October, 1916, or on any instalment due date thereafter, under discount at the rate of four per cent. per annum. All payments are to be made to a chartered bank for the credit of the Minister of Finance. Failure to pay any instalment when due will render previous payments liable to forfeiture and the allotment to cancellation.

Subscriptions, accompanied by a deposit of ten per cent. of the amount subscribed, must be forwarded through the medium of a chartered bank. Any branch in Canada of any chartered bank will receive subscriptions and issue provisional receipts.

This loan is authorized under Act of the Parliament of Canada, and both principal and interest will be a charge upon the Consolidated Revenue Fund.

Forms of application may be obtained from any branch in Canada of any chartered bank and at the office of any Assistant Receiver General in Canada.

Subscriptions must be for even hundreds of dollars.

In case of partial allotments the surplus deposit will be applied towards payment of the amount due on the October instalment.

Scrip certificates, non-negotiable or payable to bearer in accordance with the choice of the applicant for registered or bearer bonds, will be issued, after allotment, in exchange for the provisional receipts.

When the scrip certificates have been paid in full and payment endorsed thereon by the bank receiving the money, they may be exchanged for bonds, when prepared, with coupons attached, payable to bearer or registered as

to principal, or for fully registered bonds, when prepared, without coupons, in accordance with the application.

Delivery of scrip certificates and of bonds will be made through the chartered banks.

The issue will be exempt from taxes—including any income tax—imposed in pursuance of legislation enacted by the Parliament of Canada.

The bonds with coupons will be issued in denominations of \$100, \$500, \$1,000. Fully registered bonds without coupons will be issued in denominations of \$1,000, \$5,000, or any authorized multiple of \$5,000.

The bonds will be paid at maturity at par at the office of the Minister of Finance and Receiver General at Ottawa, or at the office of the Assistant Receiver General at Halifax, St. John, Charlottetown, Montreal, Toronto, Winnipeg, Regina, Calgary, or Victoria.

The interest on the fully registered bonds will be paid by cheque, which will be remitted by post. Interest on bonds with coupons will be paid on surrender of coupons. Both cheques and coupons will be payable free of exchange at any branch in Canada of any chartered bank.

Subject to the payment of twenty-five cents for each new bond issued, holders of fully registered bonds without coupons will have the right to convert into bonds of the denomination of \$1,000 with coupons, and holders of bonds with coupons will have the right to convert into fully registered bonds of authorized denominations without coupons at any time on application to the Minister of Finance.

The books of the loan will be kept at the Department of Finance, Ottawa.

Application will be made in due course for the listing of the issue on the Montreal and Toronto Stock Exchanges.

Recognized bond and stock brokers will be allowed a commission of one-quarter of one per cent. on allotments made in respect of applications bearing their stamp, provided, however, that no commission will be allowed in respect of the amount of any allotment paid for by the surrender of bonds issued under the War Loan prospectus of 22nd November, 1915. No commission will be allowed in respect of applications on forms which have not been printed by the King's Printer.

**Subscription List will close on or before 23rd September, 1916.**

**Department of Finance, Ottawa, September 12th, 1916.**

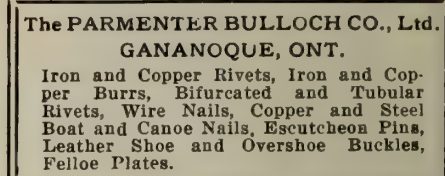
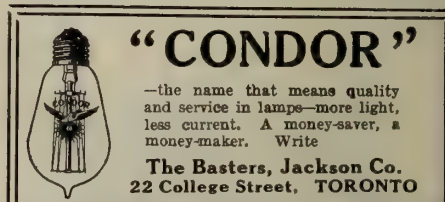
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# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.



## Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....  
 .....  
 .....  
 .....  
 .....

Signed .....

Town ..... Province .....



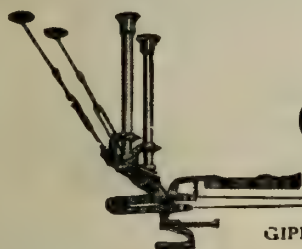
<p>Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.</p>	<p><b>LET US QUOTE YOU</b></p>	<p><b>IRON AND STEEL HARDWARE TOOLS</b></p> <p><b>WILKINSON AND KOMPASS</b></p> <p>TORONTO HAMILTON WINNIPEG</p>	<p><b>WE SHIP PROMPTLY</b></p>	<p>Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.</p>
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**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



## YOUR GUARANTEE

GIPE-HAZARD STORE SERVICE CO., LTD.  
97 Ontario St., Toronto, Canada



**I** NSTALL Gipe-Hazard Carriers—use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

SEND FOR OUR NEW CATALOGUE F.

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

**C. J. SHURLY**  
President

**R. F. SHURLY**  
Vice-President

**FRED. SHURLY**  
Gen. Manager and Treas.

**H. W. BRYNE**  
Gen. Superintendent

**M. M. PARKS**  
Secretary



## SATISFACTION is the Secret of a Good Trade

Our line of saws meet the desires of the most particular people. It is the best possible product of human skill and long experience.

Each sale is productive of a splendid profit.

**R. H. SMITH COMPANY, LIMITED**  
Est. 1855

**ST. CATHARINES, ONT.**

*If interested, tear out this page and keep with letters to be answered.*





**Mr. Hardware Dealer**  
are you tired of listening to  
the repeated complaints that  
the **BRUSHES** you carry



"SHED HAIR"  
"ARE AS SOFT AS A RAG"  
"SPREAD LIKE A PEACOCK'S TAIL"  
"WORK LIKE A SPONGE"  
"WON'T CARRY COLOR"  
"ARE TOO THIN ON TOP"  
"DON'T WEAR WELL"  
"ARE POORLY CHISELLED"  
"ARE AS COARSE AS A BROOM"  
"STUMP TOO SOON"  
"ARE NO GOOD"

If so you **DO NOT**  
carry

**SIMMS  
BRUSHES**

as they are free from  
the cause of all such  
complaints

Backed by 40 years' experience in brush making; built in the finest and most up-to-date plant used in the business by men specially skilled in the art of making **GOOD BRUSHES**

and sold at a price no higher than the common kinds.  
**CAN YOU AFFORD** to be without these **BUSINESS BUILDING BRUSHES?**

We are prepared to put before you the most complete line of brushes

MADE IN CANADA

Write us for particulars.

**T. S. Simms & Co.**  
Limited

St. John (Fairville), N. B.



**JAMES CARTLAND & SON**

**BIRMINGHAM, ENGLAND**

**LIMITED**

Also **LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.**

Contractors to the Admiralty and War Office



Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND  
NAVAL BRASS FOUNDRY**

Our new Catalogue, fully illustrated, mailed free on  
Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto  
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

**THE BRITISH  
ALUMINIUM  
COMPANY, Limited**

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL  
COMMERCIAL FORMS

CANADIAN HEAD OFFICE:

**60 WEST FRONT STREET TORONTO**

Eastern Agents: Spielmann Agencies Montreal

"What ruined your  
business?"

"Advertising."

"How?"

"I let it all be done  
by my competitors."

—Boston Transcript

*If interested, tear out this page and keep with letters to be answered.*



# TARRED FELT

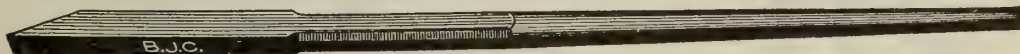
**SPECIFY  
DOMINION BRAND**

**J. H. McCOMB, LIMITED**

Manufacturers of all kinds of  
Building Paper, Pitch and Coal Tar

**MONTREAL**

## CROWBARS

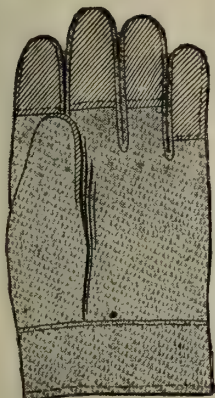


No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL**

## Motorists Buy Them



Owners of cars and their chauffeurs like our Tapatco Cotton Gloves for the rough work of the garage. They save the hands at every turn.

Suggest our Gloves to motorists; to women who work in the Garden; to stablemen, to farmers, in short, to every individual and class of worker who can use a serviceable and inexpensive Cotton Glove.

**TAPATCO COTTON GLOVES**  
REGISTERED BRAND TRADE MARK

Every pair sold adds so much to turnover and profits, and represents extra business.

**INSIST UPON TAPATCO BRAND.**

*Your Jobber Can Supply Them.*

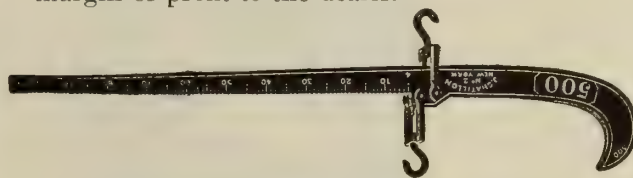
**The American Pad & Textile Co.**  
CHATHAM, ONT.



## CHATILLON SCALES

have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Only the best materials for their particular purposes are used throughout. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.



This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's profitable.

*Write for prices, discounts  
and illustrated catalogue.*

**JOHN CHATILLON & SONS**

85 Cliff Street

New York City

*Scale Makers Since 1835*

Convenient to Stock

**"HENDRYX"**

Always Salable

A Word for Quality

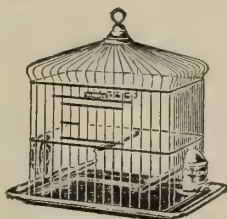
Sample Assortment nested for immediate shipment. All good selling numbers



5000-5002-5004



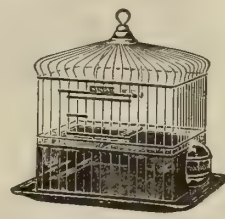
5006-5008-5010



7002-7004-7006



5004G-5006G

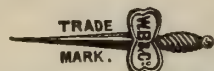


7008G

Case No. BC contains 24 brass cages—two of each number including six with brass guard attached  
**THE ANDREW B. HENDRYX CO., New Haven, Conn., U.S.A.**

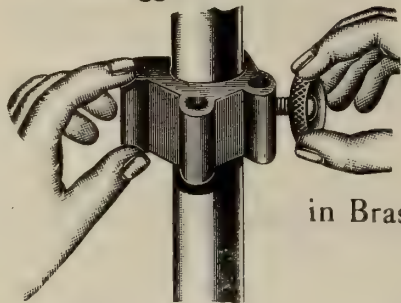
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**WILLIAMS BROS. & PIGGOTT, LTD.**

Small Heath, BIRMINGHAM



Patent Grip-Tight Socket

Specialists in  
**TUBES**

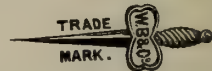
Seamless, Brazed  
Iron-cased Mould-  
ings, Beadings, Rolled Metals  
in Brass, Copper, German Silver, and other Metals.

**GENERAL BRASSFOUNDERS**

**SHOP WINDOW FITTINGS MANUFACTURERS**



Over 1000  
different sections



## Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—  
Little Work,  
in the Home  
Laundry with  
this **LABOR  
SAVER.**

Style "B"  
made with-  
out electric  
motor for  
use with  
Gasoline,  
Steam en-  
gine or  
Windmill.

Great for the  
Farm.



Style "A"

Made only by

**Cummer-Dowswell, Limited**

Hamilton,

Ontario



## High Quality TOOLS

that you'll find  
very profitable

A complete assortment of  
Beveled Edge Shank and  
Socket Chisels, Pattern  
Makers' Chisels and  
Gouges, and Handled  
Turning Tools.

Write for catalog and full  
particulars.

**Buck Brothers**

Milbury, Mass., U.S.A.



## Push it !

Men there are among your customers and  
could-be customers who will answer back to  
the suggestion that they should have this

**"NATIONAL" PLANE**



A compact model, strong, fast, durable, soundly inspected and  
guaranteed for quality and accuracy. This will help you  
get customers.

Frames are extra heavy. Blades are Special high-grade Shef-  
field Steel, finely tempered and accurately ground and honed.  
Send for Catalogue of "National" machinists' and woodwork-  
ers' tools.

**National Machinery & Supply Co. Ltd., Hamilton Canada**

*If interested, tear out this page and keep with letters to be answered.*



**DEALERS, ATTENTION**

# NOVELTY SELF-FEEDER HOT AIR FURNACES *are the best sellers*

The whole trade wants them because they make sales; because they save—

**TIME, LABOR, COAL**

Because they heat equally  
**ALL DAY and ALL NIGHT**



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—**THEY COST NO MORE**

*Write now for Catalog and Prices.*

**Toronto  
Furnace & Crematory  
Company, Limited**

HEAD OFFICE :  
**111 King St. East, TORONTO**

*See our display, Stove Building, at  
Toronto National Exhibition.*

# LONDON

## HIGH GRADE

**Never Varies  
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

**London Rolling Mill Co., Ltd.**

LONDON

Sales Agents

CANADA

Manitoba, Bissett & Webb, Ltd., Winnipeg

British Columbia, MacPherson &

Teetzel, Vancouver

# BAR IRON



## NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

**ELECTROLYTIC NICKEL—99.80%.**

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

**MONEL  
METAL**

We are **SOLE PRODUCERS** of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

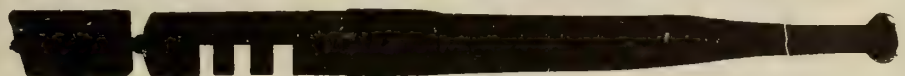
Send Inquiries Direct to Us.

**The International Nickel Company**

43 EXCHANGE PLACE, NEW YORK

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies  
**Agents: A. RAMSAY & SON COMPANY, Montreal.**

**KINDLY MENTION THIS PAPER WHEN ANSWERING  
ADVERTISEMENTS**

*If interested, tear out this page and keep with letters to be answered.*



## Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c additional each insertion when Box Number is required. Each figure counts as one word.

### WANTED

**WANTED — EXPERIENCED HARDWARE** salesman is open for position as hardware or paint traveller with reliable firm; can furnish best of references. Apply Box 311, Hardware and Metal, Toronto.

**WANTED—A YOUNG MAN WITH EXPERIENCE** in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

### POSITION WANTED

**AN EXPERIENCED HARDWARE MAN** desires position with wholesale or retail. Capable of managing; at present employed. Total abstainer. Married. Best references. Box 310, Hardware & Metal, Toronto. (40)

### MISCELLANEOUS

**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-**stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

**HARDWARE STORE BUSINESS METHODS**—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

## Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.



## COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

### The All-Canadian All-Wooden Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a **BETTER** profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

### The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board  
NEWMARKET, ONT.

## Atlas 10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

**Atlas Mfg. Co.**  
New Haven, Conn.



## GASOLINE

We are refiners and manufacturers of Gasoline, Coal Oil, Distillate, and all Petroleum Products

Let us quote you on any quantity from a can to a tank car.

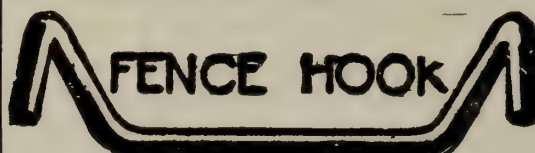
## OILS

**Continental Oil Co., Limited**  
WINNIPEG

Branches: Brandon Regina Saskatoon  
Swift Current Calgary Lethbridge

## GALVANIZED FENCE HOOK

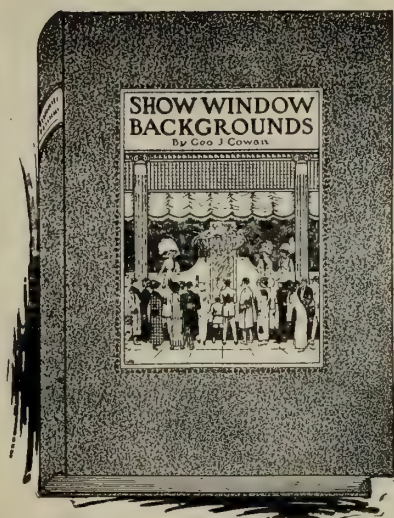
FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.





## This Book Will Help Trim Your Show Windows

### "Show Window Backgrounds"

By GEO. J. COWAN

Vice-President of the Koester School of Window Trimming

This is the most useful window trimming book ever published and sells at only \$1.70 postpaid; a price that makes it possible for every window trimmer and merchant to possess it.

Every background design is drawn in such a way that anyone can follow out the idea the same as a carpenter does his work from blue prints. Every detail is fully illustrated and fully described with complete text matter.

The first half of the book has the windows arranged in the order in which they should be installed, thus being a yearly window trimming program.

The following partial list of contents will give you a clear idea of what a valuable book this is:

New Year's Windows.	Period Decorations in
White Goods Windows.	backgrounds, showing
St. Valentine's Day Windows.	examples of
Spring Opening Windows.	Greek, Moorish,
Easter Windows.	Roman, Italian,
Summer Windows.	Gothic, French,
Horse Show Windows.	German, Empire,
Fall Opening Windows.	Japanese Colonial,
Carnival Windows.	Egyptian, Mission, etc.
Hallowe'en Windows.	Sale Windows,
Thanksgiving Windows.	Bas Relief Backgrounds,
Christmas Windows.	Stencil Backgrounds,

and a great variety of general and special backgrounds, making up a total of over 150 background designs, with a great number of small detail drawings. Many of the drawings are in colors.

It has taken over ten years' continuous work to make the drawings in this book and over 25 years' experience in every phase of window trimming to equip the editor with the practical knowledge necessary to prepare a volume of this kind.

This book is 7 x 10 inches in size, strongly bound in de luxe silk cover with handsome art design. Over 250 pages and about 200 illustrations. Sent prepaid only on receipt at \$1.70.

**The MacLean Publishing Company, Ltd.**  
143-153 University Avenue, Toronto

# Presto

## Auto Specialties for Hardware Dealers

The hardware men of Canada have found this Presto line of motor car specialties a most exceptional line of rapid, good sellers. It's the "all year" line for you because Presto articles are necessities for motor car comfort. Motorists quickly appreciate the value of these articles.

### Presto Dash Lamps

make an attractive addition to any car and their value to night driving is well known. The Presto line of dash lamps is complete with 20 different styles, models and sizes.

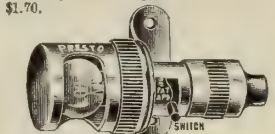


No. 637-S

Round Head Dash Lamps for Ford Cars—10-degree angle with self-contained turn switch, bayonet type lamp socket, complete with 6 volt 2 candle-power tungsten bulb. Price \$1.70.

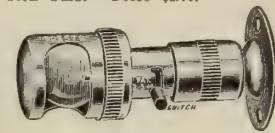
### Presto Cigar and Pipe Lighters

are known by motorists as a convenient and safe device to have. Lighting up either a pipe or cigar in a stiff wind with matches is dangerous and sometimes impossible. A Presto Lighter takes away all danger and with its wonderful convenience adds joy to the drive.



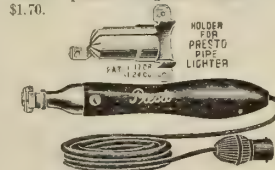
No. 650-S

Cowl Dash or Step Light complete with 6 volt, 4 candle-power tungsten bulb. Price \$1.70.



No. 618-S

"Bull Dog" Dash Lamp, strong, heavy, short and chunky, and built for service. Full nickel-plate, with self-contained turn switch, bayonet type lamp socket and 6 volt, 2 candle power tungsten bulb. Price \$1.70.



No. 199

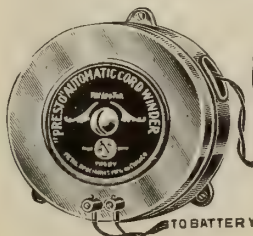
Presto Pipe Lighter with Tungsten-ite Chromium Nickel Lighter Tip. Made in voltages from 6 volt to 16 volt. Price \$2.00.

Add these PRESTO ACCESSORIES to your catalogue and stock. You will find them winners from every standpoint. They sell easily, don't conflict with your other lines and carry a generous line of profit for you.

**Write to-day for terms.**

## Metal Specialties Mfg. Co.

734-738 W. Monroe St., Chicago, Ill., U.S.A.



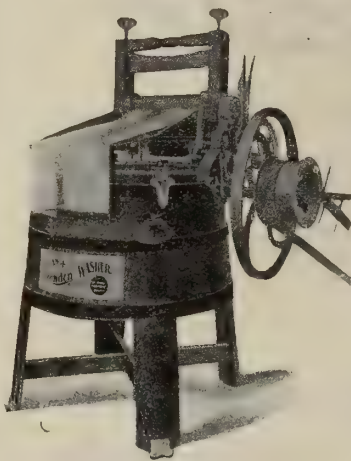
No. 252—Presto Combination Cord Winder and Cigar Lighter, consisting of automatic cord winder, cigar lighter and holder. Price \$6.70.

Made for all voltages from 6 volt to 18 volt.

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## The London No. 4



**H**ERE'S a model likely to find favor among farmers, since it is operated by Engine Power—(see illustration)—windmill, gas or electricity. The

### Engine Driven

Washer can also be operated by hand should power fail. Washes and wrings at the same time. (See illustration), smooth-running (ball-bearings). Simple, strong and extremely pleasing in its lines.

#### A Demand in Your Community.

Sell more washers. The demand will grow if you talk and demonstrate them. Have a full range of London Washers. They sell on price as well as on their merit.

Send for our Catalogue. Ask us to tell you how the demand for Washers can be speeded up. Note this: We make Wheelbarrows as well.

**The London Foundry Co., Ltd.**  
LONDON, ONT.

# Wire Cloth

of every description

Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOGUE.

**Canada Wire & Iron Goods Company**  
Hamilton, Ont.  
Eastern Representative,  
H. F. O. Bull, 184 Manc  
St., Montreal, Que.

## TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel  
Best Quality Steel Plough Rope  
Wire  
Piano Wire, Needle Wire  
Spring Wire, Hackle Pin Wire  
Umbrella Wire  
Hard and Tempered Flat Wire, 1/4"-  
3/4" wide for Busks  
Steel Wire for Metal Fret Screws  
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Submarine Cables

**J. SHIPMAN & CO., LTD.**  
ATTERCLIFFE STEEL WORKS & WIRE MILLS,  
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield."  
Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave,  
Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

## Economy This Winter

The Government is preaching it. Bankers are, Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at \$8.00 or more per ton, we ought all to economize.

Put it up to your customer **TO SAVE COAL** and you'll have no trouble to sell the

## CANADA Dustless Ash Sifter

(See illustration)

Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

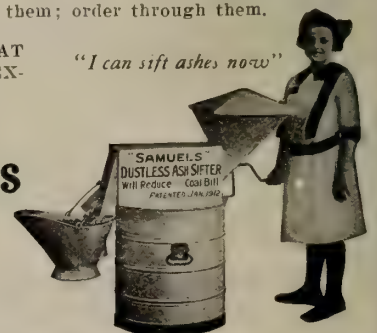
Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them; order through them.

SEE OUR EXHIBIT AT  
CANADIAN NATIONAL EX-  
HIBITION, TORONTO.

"I can sift ashes now"

**J. Samuels**  
TORONTO  
ONTARIO



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# Russell Jennings Auger Bits

Two styles  
of shanks,—  
three threads for  
boring all woods

Patented by  
Mr. Russell Jennings  
in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

# Arctic Metal

FOR

HIGH  
SPEED



Try It.

FOR

HEAVY  
PRESSURE

Every Pound Guaranteed.

*Tallman Brass & Metal Co.*  
**HAMILTON, ONT.**

# THE L. MARTIN CO.

HEADQUARTERS FOR

# LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old  
Standard, Globe and Pyramid  
Germantown Brands.

Suppliers of Bulk Blacks to  
the highest class Grinding  
Trade.

# THE L. MARTIN CO.

New York Montreal Philadelphia  
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# JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

**CUTLERY**

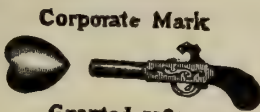
By seeing that this exact  
mark is on each blade.

REGISTERED TRADE MARK  
\* ✝  
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company  
MONTREAL

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ON THE



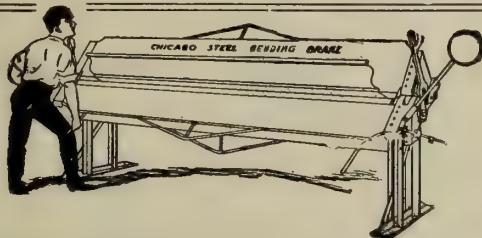
GENUINE  
ARTICLE

# Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING  
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses



# CHICAGO STEEL BENDING BRAKES MADE-IN-CANADA

Are the most economical, most accurate and have the  
most simple working arrangements of any brake made.  
WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

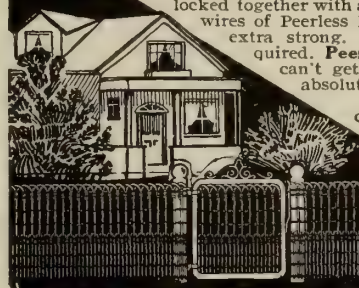
# PEERLESS ORNAMENTAL FENCING

*It's Made of Heavy Open Hearth Steel Wire*

with all the impurities burned out and all strength and tough-  
ness left in. Heavily galvanized. Every intersection is  
locked together with a Peerless clamp. Top and bottom  
wires of Peerless Poultry Fencing are extra heavy—  
extra strong. Consequently fewer posts are re-  
quired. Peerless fencing can't sag—can't rust—  
can't get out of shape—can't help giving  
absolute satisfaction.

You can sell our fence with a clear  
conscience and make money, too.  
Send for our dealer's proposition. It's at-  
tractive. It will interest you. It's well  
worth a stamp. Send today.

The Banwell-Hoxie Wire  
Fence Co., Ltd.  
Windsor, Man.  
Hamilton,  
Ontario



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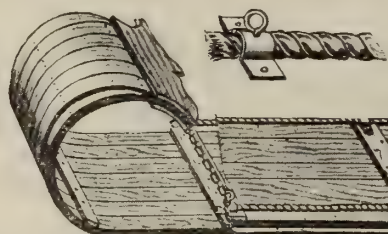


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## TOBOGGANS—The BEST Made



In Wild Cherry Wood. Handsome and Very Durable

WRITE FOR PRICES.

**J. E. BEAUCHAMP & CO., 20 St. Nicholas St., Montreal**

Ontario Representative:  
H. E. JOHNSON, 12 Melinda Street, Toronto

Western Canada Representatives:  
T. A. CORLEY & SON, 508 McArthur Building, Winnipeg

## MENDETS

A PATENT PATCH

## Mend All Leaks Instantly

in granite ware, hot water bags, tin, copper, brass, sheet iron, all cooking utensils and rubber goods, without the use of heat, solder, cement or rivet.

These patches are wonderfully simple in construction, being composed of a flexible metal head, varying in size, a thin cork washer that is not affected by the heat, and will not burn, a very thin metal washer, and a tiny nut. These patches fit so closely to the article to be mended that they make even a better and neater appearance than solder. Fit any surface.

A REMARKABLE SELLER. A BIG MONEY-MAKER.

The following wholesale hardware merchants sell Mendets:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall Wells Alberta Co., Ltd., Edmonton; Walter Woods & Co., Winnipeg, Man.; The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Ltd., Guelph, Ont.

**Collette Mfg. Company, Collingwood, Ont., Canada**

If interested, tear out this page and keep with letters to be answered.





## *Straight Talk, No. 48*

# Get Window Dressing Ideas

I walked around the Toronto Exhibition grounds one afternoon with a Western Ontario retailer.

Many of the exhibits he scrutinized very closely, and, whenever he was particularly impressed, he would turn to me and say: "I think I have got a window dressing idea from that Exhibit."

Whether or not *you* attended the great Exhibition, you can get good window dressing ideas from the splendidly illustrated descriptions of some of the best hardware exhibits which you will find right in the centre of this issue.

Study these pages carefully and then see if you can get up a window that will beat these exhibits in attractiveness and selling power.

J. G. L.

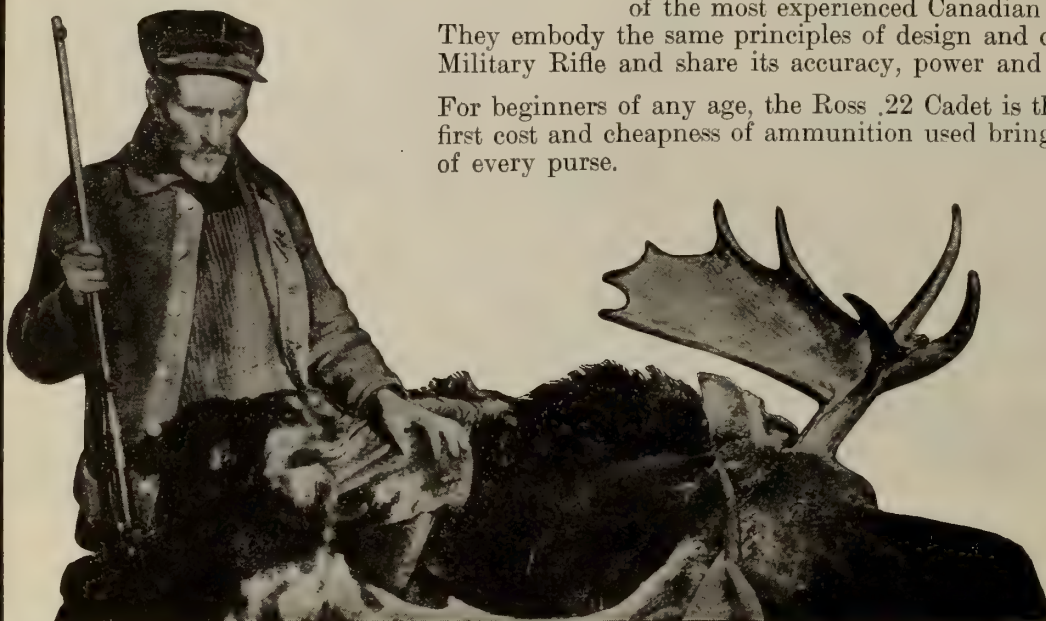


# A True Story of Ross Rifle Luck

Three moose, five caribou, four mountain sheep and six mountain goats. The Ross .280 was the weapon that dropped this splendid bag. A prominent Milwaukee sportsman was the lucky man. This is only one sample of the luck obtained by users of the Ross .280 as described in a steady flow of enthusiastic letters.

The Ross .303 Sporting Models are the standby of many of the most experienced Canadian Sportsmen and Guides. They embody the same principles of design and construction as the Ross Military Rifle and share its accuracy, power and reliability.

For beginners of any age, the Ross .22 Cadet is the ideal weapon, its low first cost and cheapness of ammunition used bringing it within the reach of every purse.



For catalogue and  
discounts, etc.,  
address

**Ross Rifle Co.**  
QUEBEC

A good profit-maker for  
your Auto-Accessory  
Department.

## ADAMSON Vulcanizers

FOR TUBES AND CASINGS.

The tire is repaired without deflating or removing it from the car.

**Absolutely automatic.**

Place the patch—attach the vulcanizer, put in gasoline—light it. No further attention is required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it. **Over 500,000 in use.** Not a single one has failed to give pleasing results.

Saves 90% of "Tire Troubles."

### ADAMSON REPAIR GUM

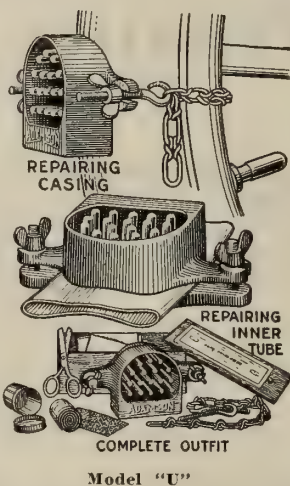
Essential in the operation of Adamson vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure.

No cement is necessary.

THE ONLY VULCANIZER MADE IN CANADA

Same discounts, same list prices as in U.S.

**ADAMSON MANUFACTURING CO.**  
67 Bay Street North, HAMILTON, ONT.



# GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

**The R. McDougall Company**  
Limited  
GALT, CANADA



*If interested, tear out this page and keep with letters to be answered.*



# SHEET COPPER

STOCK OR IMPORT

*Reasonable Price*

*Prompt Service*

The Roofers Supply Co., Limited Toronto, Ont.

*Importers, Jobbers and Manufacturers*

## “Multiped”

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

Toronto

Montreal

Fort William

Winnipeg

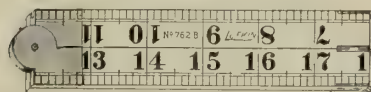
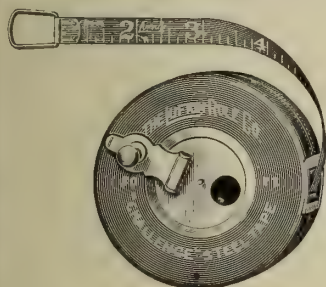
Regina

Saskatoon

Calgary

Edmonton

Vancouver



BOXWOOD RULES

MEASURING TAPES



On these lines

**THE LUFKIN RULE CO. OF CANADA, LTD.**  
**WINDSOR, ONT.**

**LUFKIN** GOODS

can give you the very best of service and satisfaction.  
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR  
ACCURACY AND FAULTLESS SERVICE  
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

## TINKER TOM'S TALKS.

Talk Number Sixty-seven

From one end of Canada to the other you hear nothing but loud cheers from the "Tinkers" who know good sheets, when someone mentions "PREMIER." Possibly not always as cheap, but "there" with the quality which helps to build up your business.

TINKER TOM.

Look for Talk No. 68 next week.

(340)

DOMINION SHEET METAL CO., Ltd.  
HAMILTON, CANADA





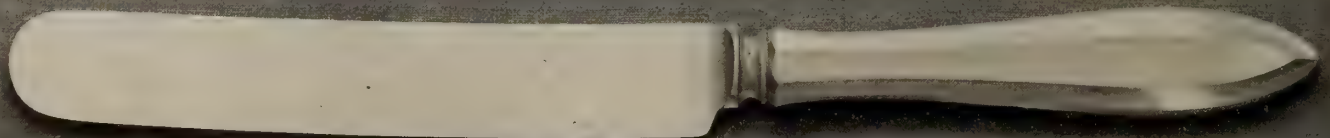
*The* VOGUE of COMMUNITY PLATE



Photographed by Permission

DINING ROOM of PRINCESS PIERRE TROUBETZKOY

*In public life, Princess Troubetzkoy is Amelie Rives, the distinguished novelist. Her dining room is outfitted with the Patrician design in Community Plate.*



PATRICIAN KNIFE

*Surely no one could resist the charm and distinction of the Patrician design in Community Plate. A chest containing a complete outfit for the table can be bought at prices ranging from \$75.00 to \$500.00. Or in individual sets; for instance, teaspoons \$5.00 the dozen (in U.S.A.)*

ONEIDA COMMUNITY, LTD., NIAGARA FALLS, ONT.

THE ABOVE ADVERTISEMENT WILL APPEAR IN THE LEADING MAGAZINES



FEATURING MOTOR ACCESSORIES AND SPORTING GOODS

# HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888

Sept. 23

No. 39

THE MACLEAN PUBLISHING COMPANY, LIMITED

1916

PUBLICATION OFFICE: TORONTO, CANADA

## MARTIN-SENOUR PAINTS AND VARNISHES

(Made in Canada—Sold on Merit)



**PIONEERS**  
*of*  
**PURE  
PAINT**

*and STILL FIRST  
in the estimation of  
PAINT USERS.*

### A CONTINUOUS DRIVE

A steady, irresistible drive has carried the Martin-Senour Co. into the very forefront in the Canadian Paint and Varnish field.

This drive has established the thousands of Martin-Senour Dealer-Agents in a position where they are enabled to procure and control the larger share of the paint and varnish trade of their districts.

The successful methods pursued in this drive will be continued by even more aggressive means.

"Quality the best," has always been the Martin-Senour key-stone.

Every product carrying our label absolutely guaranteed to best serve the purpose for which it is made.

Advertising and sales help the strongest we can plan and carry into effect.

The whole-hearted effort of an experienced personnel in Administrative, Manufacturing, and Sales Departments, devoting their entire energies to serving well our customers.

A combination of Quality and Service which establishes beyond all doubt that MARTIN-SENOUR Paints and Varnishes are the easiest and most profitable to sell.

Let us present for your consideration our exclusive Agency Plan.

A Postal request does not obligate you to buy. It merely indicates your willingness to be shown.

**The MARTIN-SENOUR Co.**  
LIMITED  
PRODUCERS OF PAINTS AND VARNISHES  
MONTREAL  
WINNIPEG TORONTO HALIFAX





**"I**T'S the little things that count." A convenience and a safeguard against accidents that is worth many times its cost to a garage owner is the

## Stanley Garage Door Holder

When equipped with Stanley Holders, the garage doors will catch automatically when thrown open and remain firmly locked in position against the stormiest gusts. Yet a slight pull on the chain releases them and allows them to swing shut. For every pair of Door Holders you sell, you are sure to gain a well-pleased customer.

All Stanley Garage Hardware gives lasting service and satisfaction. It is especially designed to meet garage requirements. Doors hung with Stanley Hinges do not sag or creak, but swing easily and noiselessly. They close securely and are weather-tight, a condition not possible with sliding doors.

The extensive Stanley advertising makes Stanley Garage Hardware almost "sell itself." Have you our Garage Hardware Catalog (R)? If not, better write for it without delay.

Largest manufacturers  
of wrought steel hardware in  
the world.

**Stanley Works**  
NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:  
A. MacFarlane & Co., Coristine  
Bldg., Montreal



# Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—  
Little Work,  
in the Home  
Laundry with  
this **LABOR  
SAVER.**

Style "B"  
made with-  
out electric  
motor for  
use with  
Gasoline,  
Steam en-  
gine or  
Windmill.

Great for the  
Farm.



Style "A"

Made only by

## Cummer-Dowswell, Limited

Hamilton,

Ontario

# P. & W. Co. SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer. Prompt delivery. Order from your jobber.

## Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of  
Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

OFFICIAL  
AWARD  
RIBBON



PANAMA PACIFIC  
INTERNATIONAL  
EXPOSITION  
SAN FRANCISCO  
1915

*Charles H. Smith*  
PRESIDENT

*W. H. Smith*  
PRESIDENT OF THE IMPERIAL JURY

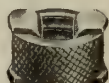
*John G. Smith*  
DIRECTOR OF EXHIBITS

*W. H. Smith*  
DIRECTOR OF THE INTERNATIONAL  
AWARD SYSTEM

**MEDAL  
OF  
HONOR**  
DEPARTMENT OF  
MANUFACTURES AND  
VARIED INDUSTRIES

*W. H. Smith*  
CHIEF

## TRIMO TOOLS



Nut with Nut Guards

BE sure to ask  
for the Trimo  
Wrenches, both Pipe  
and Monkey. They  
are equipped with  
Nut Guards that  
prevent the acci-  
dental turning of  
the adjusting nut in  
close quarters, and  
with Steel Frames in  
the principal size that  
will not break.

SEND FOR CATALOG  
NO. 55.

## TRIMONT MFG. CO.

55-71 Amory Street  
Roxbury, Mass.  
U.S.A.



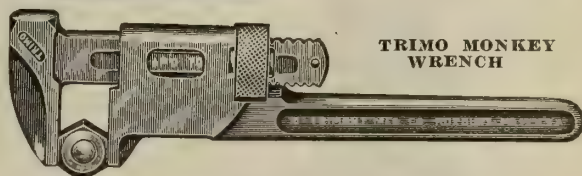
TRIMO PIPE WRENCH  
WOOD HANDLE



TRIMO PIPE WRENCH  
STEEL HANDLE



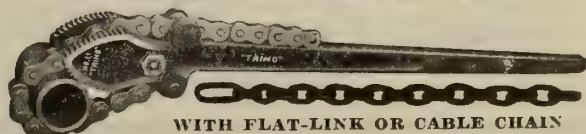
TRIMO PIPE CUTTER



TRIMO MONKEY  
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.



# A Percolator for Every Purse

**OCTOBER**  
is  
**UNIVERSAL**  
**Percolator Month**

*Is Your Stock  
Complete?*



X-Ray View Showing the UNIVERSAL Method of Percolation.



No. 464 Aluminum

## UNIVERSAL

The wide range of prices at which "Universal" Percolators are sold insures a percolator within the reach of all classes of trade and makes Coffee Percolators no longer an expensive luxury. The line contains a variety of Patterns to satisfy any desire.

The percolators shown on this page illustrate only a few of the many styles, but every one has that distinctive appearance which is a "Universal" characteristic.

All have the exclusive features, such as the patented pumping device, spreader plate, etc., which make the "Universal" the most efficient percolator at whatever price.

The "Universal" is the easiest to sell for its good points are well known to practical housewives in every section of the country.

Write for information regarding the October campaign on "Universal" Percolators.



No. 76 Aluminum



No. 4146—Urn  
Nickel Plated, Copper or  
Silver Plated.



No. 56  
Nickel Plated

**Landers, Frary & Clark - New Britain Conn., U.S.A.**

**Canadian Representatives: A. MACFARLANE & CO, Montreal**

*If interested, tear out this page and keep with letters to be answered.*



# No Trouble To Sell BLACK DIAMOND



## AXES

Have the Qualities which appeal  
to the man who uses an axe.

THE BALANCE  
THE HANG  
CLEAN CUTTING and  
CHIPPING EASE

They take and hold a sharp  
cutting edge.

ATTRACTIVE FINISH  
and  
SYMMETRICAL OUTLINE



No. BM—Michigan Pattern



No. DT—Tourville Pattern

STRICTLY GUARANTEED—REPLACED FREE OF CHARGE IF FOUND DEFECTIVE

HIGHEST POSSIBLE GRADE

STOCKED IN ALL POPULAR

PRICES REASONABLE

PATTERNS AND SIZES.

CATALOGUE SENT  
UPON APPLICATION



*Send in Your Orders  
NOW.*

# LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE  
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES  
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

*If interested, tear out this page and keep with letters to be answered.*

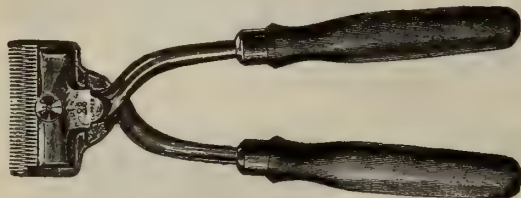


# PRIEST'S HORSE and TOILET CLIPPERS

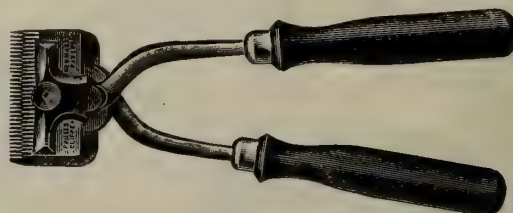
## Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

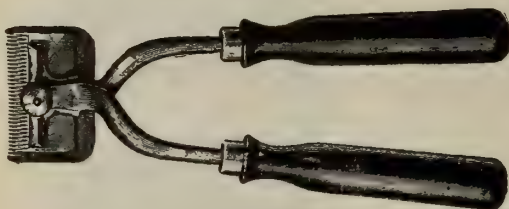
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



**BALL BEARING**  
Retailing at about \$2.50.

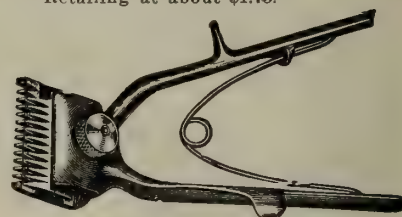


**NEW MARKET PATTERN**  
Retailing at about \$1.75.



**LENEX**  
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



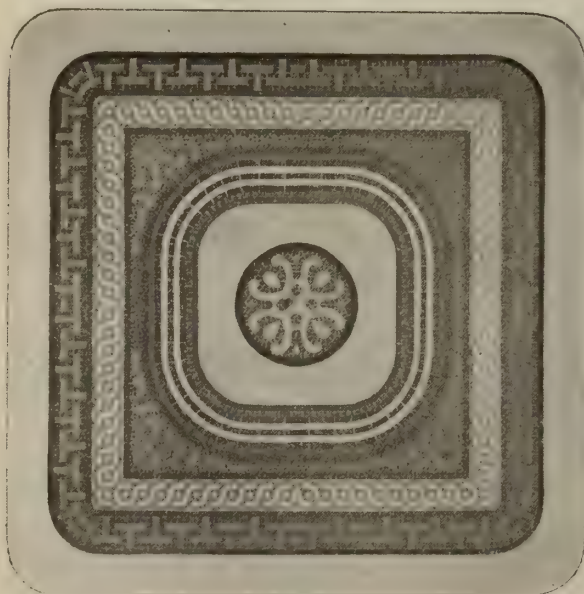
**Hunter, Fetlock and Dog Clipper**  
Retailing at about \$1.50.

**A. MacFARLANE & CO., Coristine Bldg., MONTREAL**  
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

# DAVIDSON'S STOVE BOARDS

## Square or Oblong

Wood Lined and Paper Lined  
All sizes



Our extensive lithographing plant enables us to produce the most artistic in design and the quality is the best, as only specially selected material is used.

Our Stove Boards are seamless,  
no cracked or shabby corners.

*Write us for prices.*

**THE THOS. DAVIDSON MFG. CO., LIMITED**

TORONTO

MONTREAL

WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*





## How Can A "Mike" Be Best?

If a customer should ask "How can one micrometer be better than another—don't they all measure accurately?" What would you say?

Here's the answer—the best micrometer is the one that best suits the mechanic's requirements which is permanently accurate. That is the

## Starrett Micrometers

Permanent accuracy in a micrometer can't be had without some adjustment for wear of the contacts due to long service. Only in Starrett micrometers can you find a simple and reliable adjustment. In our micrometer the movable sleeve which bears the graduations, may be turned with a little spanner wrench to take up

any wear, however slight. Thus a Starrett may always be kept as good as new. Of course, the usual features such as decimal equivalents, ratchet stop, lock nut, and special shapes and sizes may be found in the Starrett line but the adjustment is the big point of superiority.

Write for catalog No. 21MA describing  
2100 styles and sizes of fine tools.



42-506

### The L. S. Starrett Co.

The World's Greatest Toolmakers  
Athol, Mass.

New York

London

Chicago



*If interested, tear out this page and keep with letters to be answered.*



# Good Files To Sell—

—Good, because the range is so great that you can satisfy every customer's requirements with them, no matter whether it is the blacksmith, who needs a rasp,

or the skilled mechanic, who wants a group of good files for fine machine-shop work.

You probably are already selling them, but it is just as well to specify the "Famous Five" when ordering.

*The "Famous Five" Are:*

**KEARNEY & FOOT  
GREAT WESTERN  
AMERICAN  
ARCADE  
GLOBE**

(MADE IN CANADA)



*If interested, tear out this page and keep with letters to be answered.*

## More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

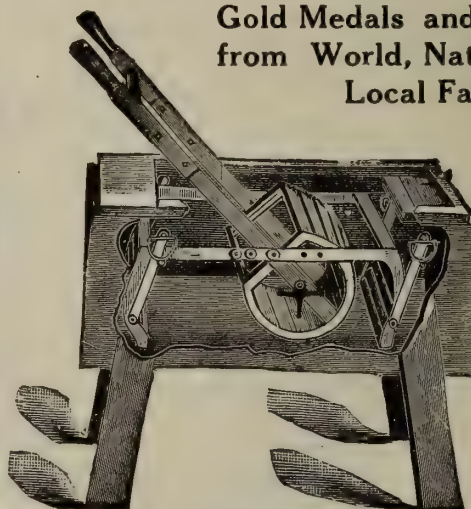
**The R. McDougall Co., Limited**  
GALT, CANADA

## Knoll Washing Machine

Double Acting

Pressure and Suction Principle

Gold Medals and Diplomas  
from World, National and  
Local Fairs



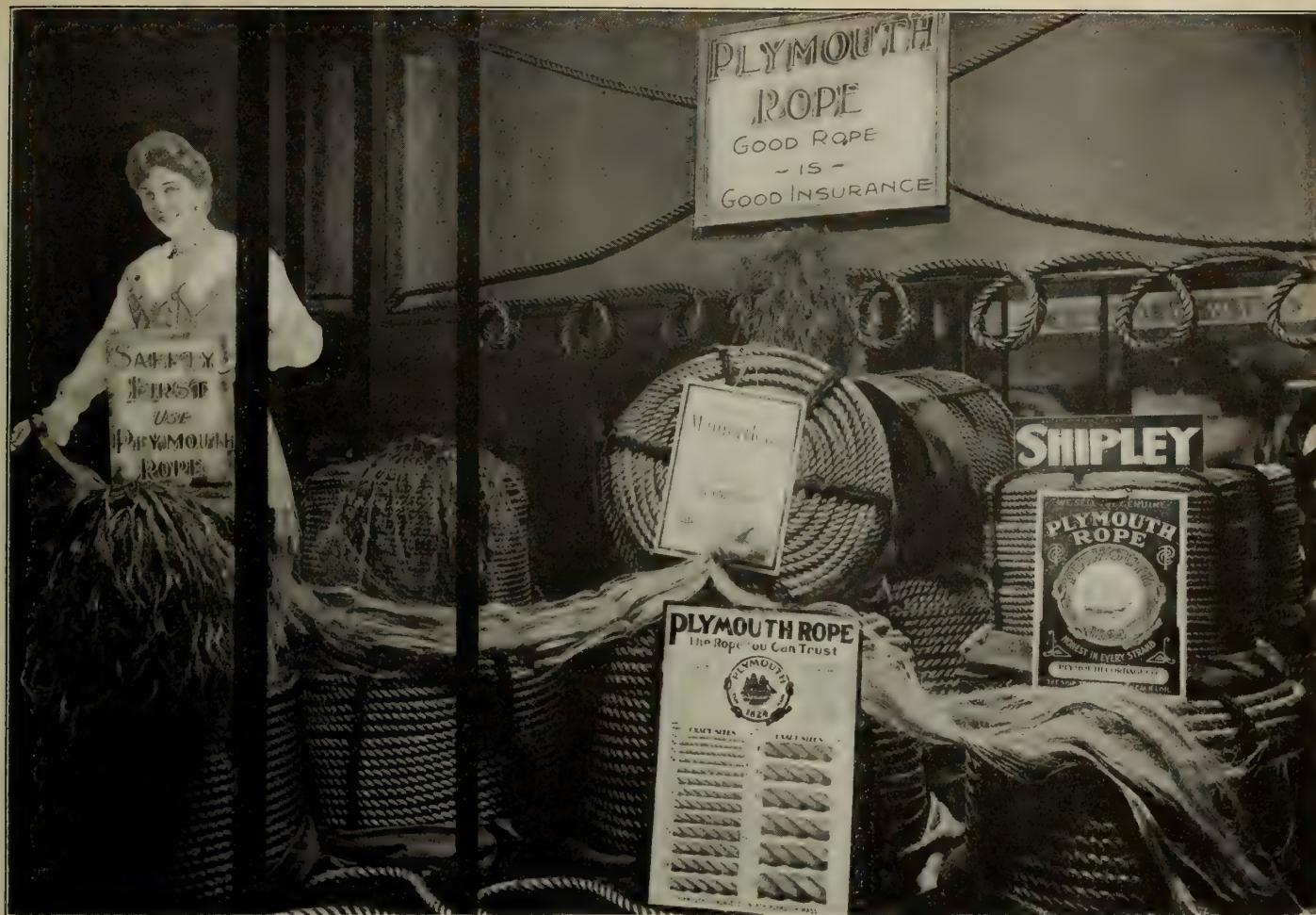
**SIMPLE—SWIFT—DURABLE**

Those who have it would not be without it, and heartily recommend it to their friends. More than 100,000 of these have been sold—sold on merit. Can you beat it?

*Drop a card for full details*

**The Schultz Brothers Co., Ltd.**  
Brantford, Ont., Canada





In reporting its first window display of rope, shown here, the Shipley Hardware Company of LaFayette, Indiana, says, "Many of our customers remarked—'Why! I did not know that you carried rope in stock.'"

## Plymouth Window Displays Attract New Trade

Possibly there's a condition in your rope business like the one which existed in the case of this Indiana concern. If so, a Plymouth Rope window display will rapidly change things.

Think it over.

**PLYMOUTH CORDAGE COMPANY**

NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE COMPANY, LIMITED

TORONTO, CANADA

CANADIAN AGENTS



*If interested, tear out this page and keep with letters to be answered.*





No. SC 935

# Buy Your Hinges Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges . . . . .	Pair in a Box	SC 900
Light Tee Hinges . . . . .	" " "	SC 904
Heavy Strap Hinges . . . . .	" " "	SC 209
Heavy Tee Hinges . . . . .	" " "	SC 609

Corrugated Strap Hinges " " "	SC 935
Corrugated Tee Hinges.. " " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.  
Manufactured by

**CANADA STEEL GOODS CO., Limited, Hamilton, Canada**



Place Your Order Now  
FOR

## KEYSTONE Stapled Metal Case Brooms (Patented)

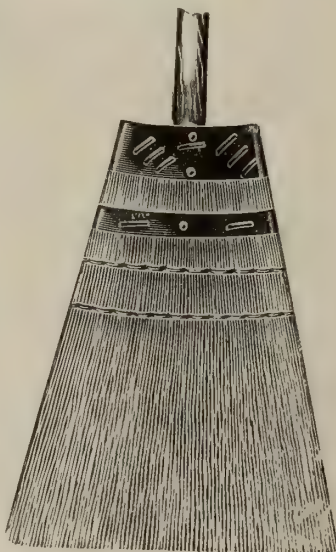
The illustration shows our new broom, invincible for heavy sweeping. The Metal Case adds great strength and durability, ensuring absolute satisfaction at all times.

WRITE FOR PRICES, Etc.

**Stevens-Hepner  
Co., Limited**

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



## Fly Screen WIRE CLOTH

OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

Sold by all Jobbers.

Order your supply now.

Catalog on request.

**CANADA WIRE & IRON  
GOODS CO.**

Hamilton, Ont.

Eastern Representative:  
H. E. O. BULL

184 Mance St., Montreal, Que.



If interested, tear out this page and keep with letters to be answered.



**Quality****Service**

## Courtesy in Business



**Fittingly framed** and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

**'Did you say Please and Thank you?'**

**Broad minded men** direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

**Quality and Service** are the two important factors in our business life today, but **Courtesy** is the door through which they must enter.

**We are large producers** of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

**The products of our mills** include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

**Our business** is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

## The Steel Company of Canada, Limited

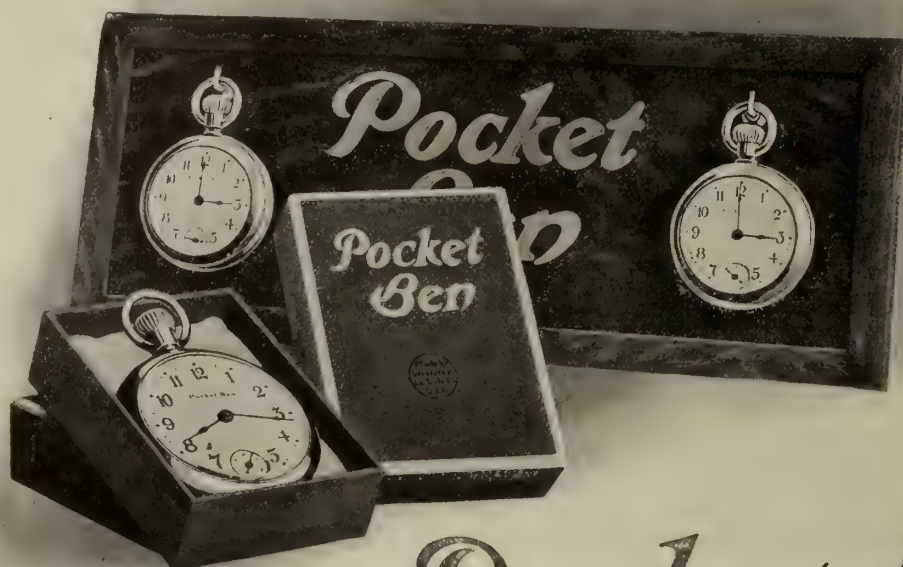
HAMILTON TORONTO

MONTREAL WINNIPEG



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# Pocket Ben

## A Westclox Watch

POCKET BEN has the looks, the package, the selling helps, to get attention, and works that do you credit as well as himself.

Pocket Ben was designed to attract customers for you, to satisfy them and bring them back for other goods. The best recommendation we can give him is the tag, which reads, "Western Clock Co., La Salle, Ill., U. S. A."

Pocket Ben is well designed and finely finished. The case is nicely rounded and well-proportioned, the dial, clear and distinct.

He has the same style, light running, reliable move-

ment that makes *Westclox* so successful.

Each dozen is packed in a carton with two display cards and a novel display stand for your window or show case.

With an order for three dozen at your request we send a handsome walnut display rack shown above, a very attractive fixture.

There's a good margin of profit in Pocket Ben. The box and selling helps create a good demand.

Is it any wonder they sell faster than we can make them?

Furnished in nickel or gun metal.

## Western Clock Co.

La Salle, Ill., U.S.A.

Makers of *Westclox*

Toronto Office, 58-64 Wellington St. W.

*If interested, tear out this page and keep with letters to be answered.*



# 909,000 PEOPLE

SAW THIS



**OUR EXHIBIT**  
At the National  
Exhibition

AND THIS



**OUR FACTORY**  
(It was illuminated at night)



THE YORK PATTERN MADE IN  
WM. A. ROGERS S X R GRADE

**N**EARLY a million people attended the Exhibition just closed. We grasped the opportunity of bringing home to these *customers of yours* the fact that the best Silverware to buy was made by Canadian workmen, in a Canadian factory, owned by Canadian Investors—your fellow-citizens!

Thousands passed daily and were attracted by our ivy-clad factory on King St.—the main artery of travel to the Exhibition. The nightly illumination of the building throwing into prominence the silver letters against the green foliage even more effectively advertised the home of

1881  **ROGERS**  **A 1 SILVERWARE**

Our exhibit in the Manufacturers' Building was a centre of interest for every bride-to-be, newly-wed couple, and matrons who cherish the ambition to possess the newest and best in silverware.

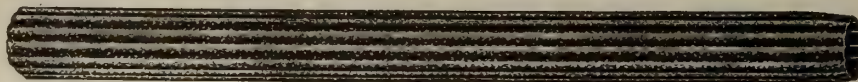
Now these people are home again—will you be ready to take advantage of the impression we have made on them? How about your stock of Hollowware and Flatware?

## CANADIAN WM. A. ROGERS LIMITED

TORONTO AND WINNIPEG

*If interested, tear out this page and keep with letters to be answered.*





Our corrugated conductor pipe with the extra tight seam has been the standard of the trade for over twenty years, and is still the leader. Eavetrough, elbows, ridge roll, valleys, skylights, ventilators and Corrugated Iron. Get our prices for galvanized sheets.

*We ship while others are thinking about it.*

**WHEELER & BAIN**

179 KING STREET EAST  
108 GEORGE STREET

**TORONTO**

**Wrought and Steel Plate**  
**WASHERS**  
OF ALL  
DESCRIPTIONS

ROUND  
AND  
SQUARE

PLAIN  
OR  
GALVAN-  
IZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**  
We Guarantee Quality and Service.

**Wrought Washer Mfg. Co.**  
MILWAUKEE, WIS.

## Brooms of Quality

may always be had by ordering our brands. We have them at \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL  
Brooms \$4.00, \$4.50, \$5.00  
per dozen.

**Walter Woods & Co.**

Hamilton - Winnipeg



## Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

**The Barton-Netting Co., Ltd.**

9 and 11 Pitt St. East, Windsor, Ont.





*"Quality METALLIC First"*

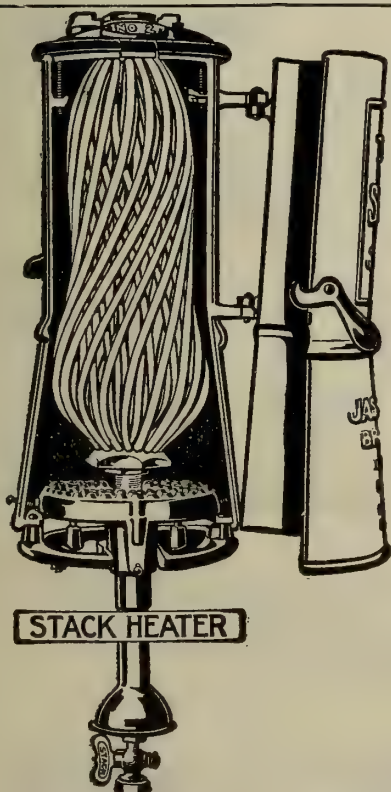
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

## Make a Trial of "M.R.Co." METALLIC CEILINGS

When you buy "M.R.Co." Ceilings, you also secure "M.R.Co." Service. Enquiries referred, advertising cuts and literature supplied, plans, estimates and suggestions given.

We also give you the best made goods that money can buy, goods that save you time in erecting and that please your customers. Write us for catalogue.

**The Metallic Roofing Co., Limited**  
**TORONTO MANUFACTURERS WINNIPEG**



## The Allman Automatic Gas Water Heater

*Efficient, Economical and Durable  
The Only Superheater on the Market*

Will light from any floor.  
Measures the gas each operation.  
Will supply water at any temperature up to 212° Fah.  
20 gallon bath in 8 minutes for 12 feet of gas.  
No possible waste of gas.

The Allman Automatic Gas Water Heater is entirely new in every respect, but has been put to the most severe tests before being put on the market. It has many claims of superiority besides those mentioned above—speed, small gas consumption, heat from pilot utilized, self-extinguishing, danger of gas poisoning eliminated, etc. Write for circular and learn about this, the last word in Gas Water Heating.

**The James Morrison Brass Mfg. Co., Limited**  
93-97 Adelaide Street West, TORONTO

*If interested, tear out this page and keep with letters to be answered.*



# Addition to Electro Assortment

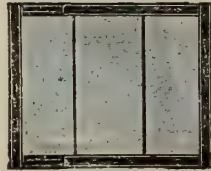
ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of twenty cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.



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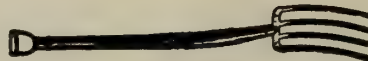
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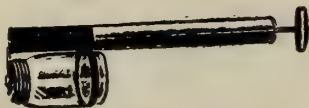
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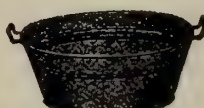
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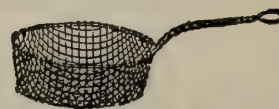
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219



**A** LIFE-LINE — that is what the Pratt & Lambert Line can be to you. It will save your business from the dangers of returned goods, dissatisfied customers and lost profits — and it will stand by you for life, turning in a consistent profit each season. More than this — it will tie up the *desirable trade* to *your* store, because the Pratt & Lambert Line has become familiar through national advertising, to the very buyers who want the *best*, not only in varnishes, but in everything else.

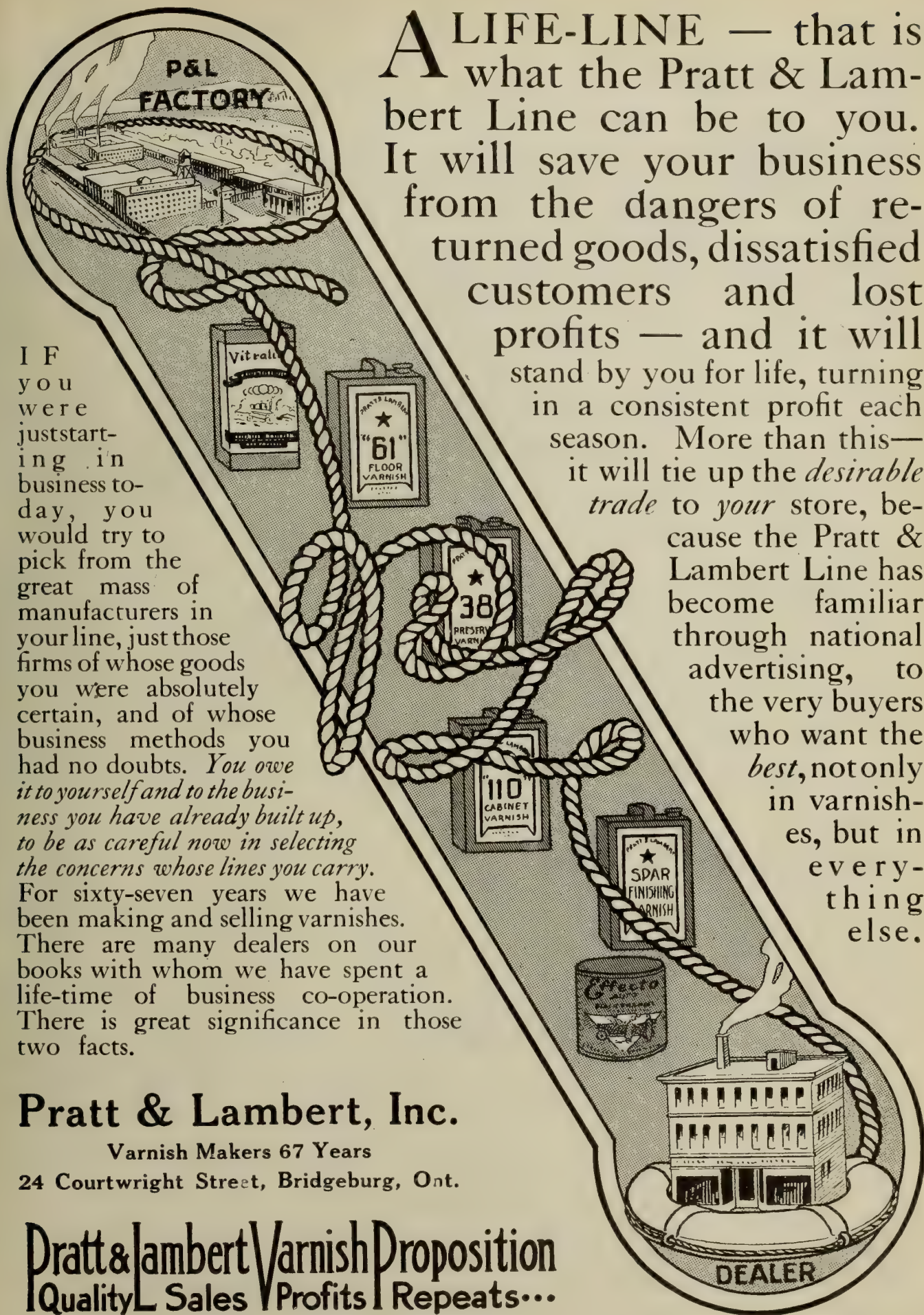
IF you were just starting in business to-day, you would try to pick from the great mass of manufacturers in your line, just those firms of whose goods you were absolutely certain, and of whose business methods you had no doubts. *You owe it to yourself and to the business you have already built up, to be as careful now in selecting the concerns whose lines you carry.* For sixty-seven years we have been making and selling varnishes. There are many dealers on our books with whom we have spent a life-time of business co-operation. There is great significance in those two facts.

## Pratt & Lambert, Inc.

Varnish Makers 67 Years

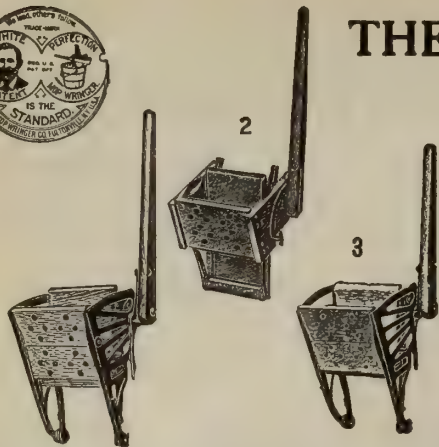
24 Courtwright Street, Bridgeburg, Ont.

**Pratt & Lambert Varnish Proposition**  
**Quality Sales Profits Repeats...**



*If interested, tear out this page and keep with letters to be answered.*





## THE WHITE MOP WRINGERS

### *Excel*

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

*Apply to them or to us.*

**WHITE MOP WRINGER CO.**  
FULTONVILLE, N. Y.



## A Timely Suggestion Preserving Time is Scale Time

Secure the appreciation of your customers by selling

### *Chatillon Scales*

We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

**JOHN CHATILLON & SONS**

85 Cliff Street New York City  
Scale Makers since 1835

## Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless  
and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

*Write for prices.*

**J. H. Still Mfg. Co.**  
ST. THOMAS, ONT.

## **MENDETS**

A PATENT PATCH



For convenience and economy the Collette Patent Patch is one of the most useful inventions that has come before the public for years, and fills a long felt want, as these patches MEND LEAKS INSTANTLY in Granite Ware, Hot Water Bags, Tin, Copper, Brass and Sheet Iron, all cooking utensils and Rubber Goods. And they do it without the use of heat, solder, cement or rivet.

Simply tighten nut and the leak is mended. Can be applied by a child. Cheaper than solder. Will fit any surface.

### BIG MONEY-MAKER FOR YOU.

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**Collette Mfg. Company, Collingwood, Ont., Canada**



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—to be able to say

to a hunter, with absolute confidence,  
“You can depend upon this cartridge,”  
will give you some satisfaction. You  
can do it with

## Dominion .303 British

or any other Big Game Dominion Cartridge. You  
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Empire most interested in high power rifle cart-  
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Dominion Cartridge Co., Limited  
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*Keep a Roll  
in Front of  
Your Store*

The campaign is on! Every indication points to a great demand for Neponset Paroid Roofing among dealers who line up with the advertising.

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We are giving great publicity to the fact that the Canadian Government selected Paroid for military construction work, and it only remains for you to let all in your neighborhood know that *YOU* sell Paroid.

Have you stocked the RED and the GREEN Paroid yet?

*Write for full information to*

BIRD & SON, DEPT. V.  
Hamilton - Ontario

Warehouses: Winnipeg, Vancouver, Calgary,  
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**The Largest Manufacturers**  
of Roofing, Wall Boards, and Roofing Felts  
in Canada.

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## For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

### FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. "IDEAL" is made as represented. **EVERY PURCHASER IS A SATISFIED CUSTOMER.**

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WALKERVILLE, ONT.



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**that you'll find  
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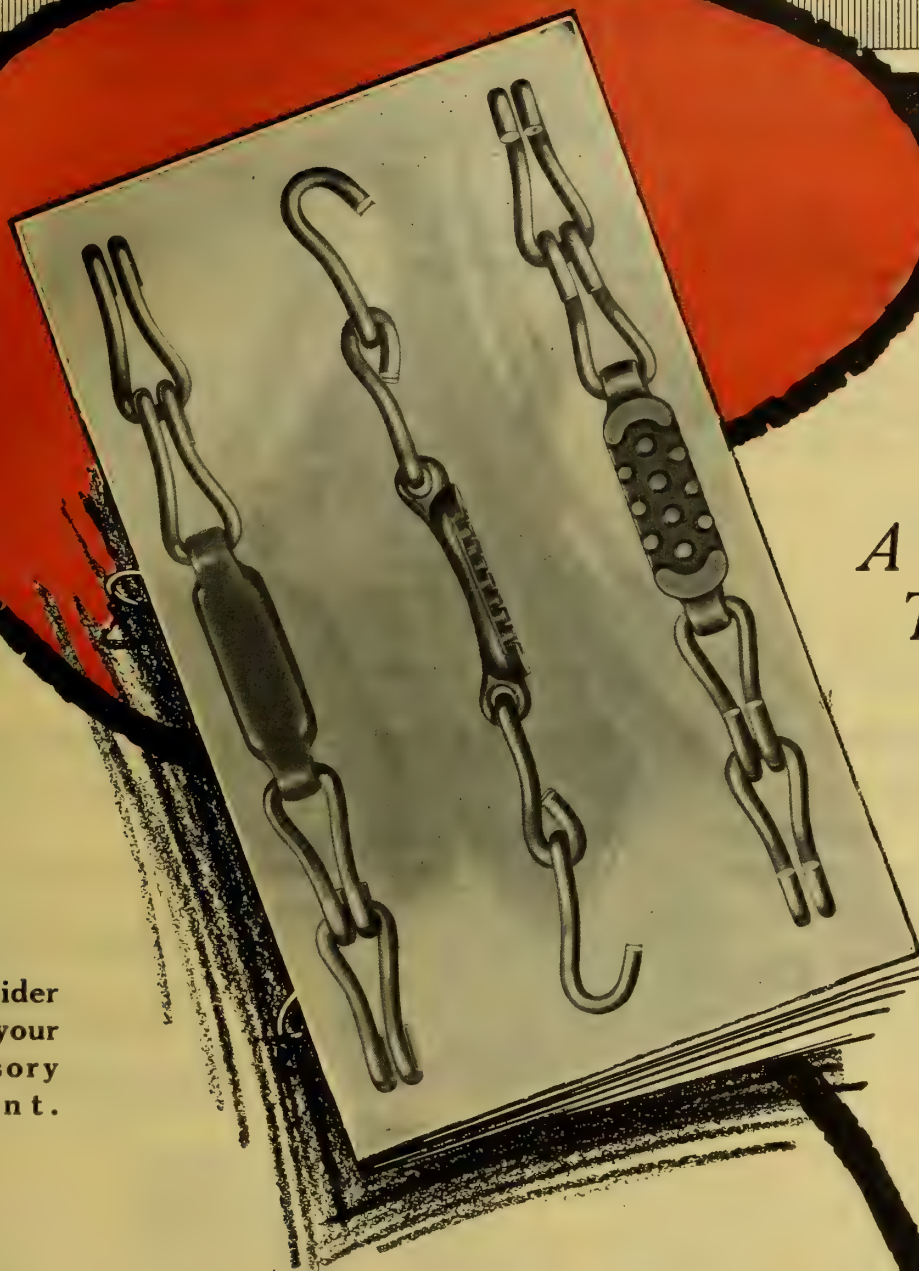
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*A Remarkable  
Tire Chain*

**You will consider  
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## **Bull Dog Anti-Skid Chains**

The all solid steel links, the Bull Dog grip makes them durable and efficient beyond comparison.

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**Hamilton, Ontario**

**Distributors : WALKERVILLE HARDWARE CO., WALKERVILLE, ONT.**

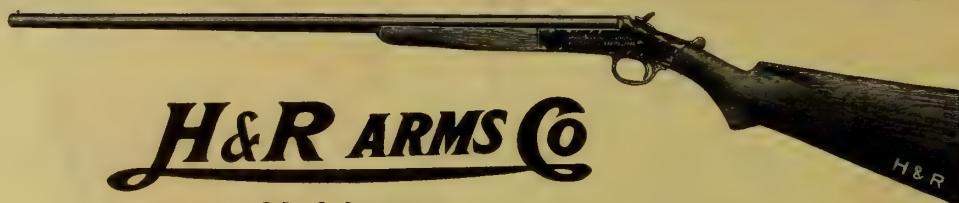


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for the new .410 Shell and popular .44 Caliber Cartridge



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This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

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.44 Caliber, 26 inch Barrel  
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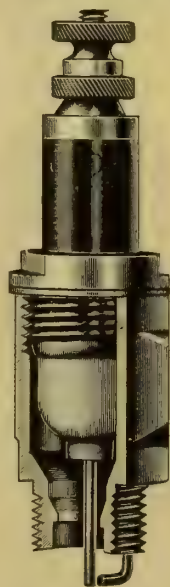
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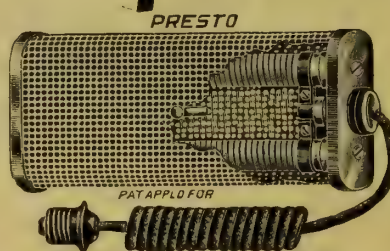
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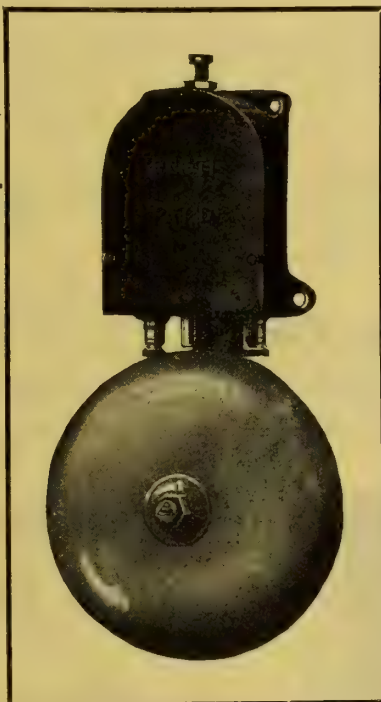
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Half and Full Grid for Hammer and Gong Protection.*

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# Every Automobile Owner Wants Easyon Tire Chains

**THEY ARE EASY TO SELL IN FALL AND WINTER**



Every automobile owner realizes at a glance that he needs them.

EASYON CHAINS are individual chains fastened to the spokes with leather-covered fasteners. The cross chains are of a special design that does not injure the tire, does not cause bumping but takes a deep hold in mud or snow.

EASYON CHAINS are especially convenient for dealers because with a stock of only three sizes the dealer can fit all sizes of tires.

EASYON CHAINS are packed a set of 8 in a bag, four for each rear wheel, enough to give a good grip on any road.

Size  $3\frac{1}{2}$  fits 3" or  $3\frac{1}{2}$ " tires. Retails at \$2.40 per set.

"  $4\frac{1}{2}$  fits 4" or  $4\frac{1}{2}$ " " " " 3.20 " "

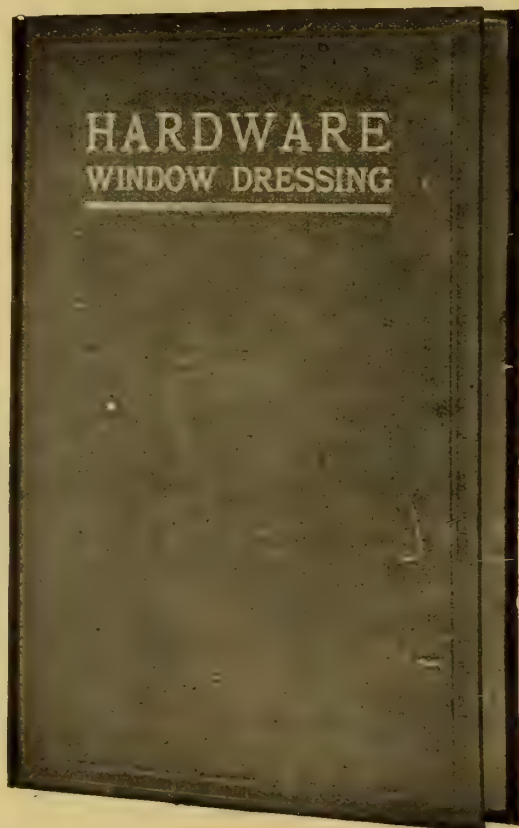
"  $5\frac{1}{2}$  fits 5" or  $5\frac{1}{2}$ " " " " 4.00 " "

With a small investment you can carry a stock of EASYON CHAINS and get the chain business of all your automobile owning customers.

*Liberal discounts allowed to dealers.*



**Leather Tire Goods Co.,** SOLE MANUFACTURERS **Niagara Falls, Ont.**



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This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

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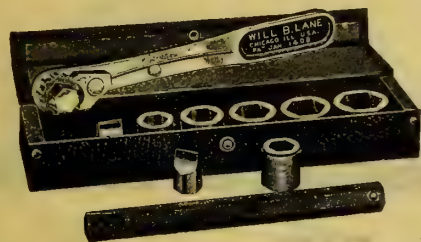
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**Technical Books, 143-153 University Ave., Toronto**



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Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

**THE FORD SET Contains:**—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.



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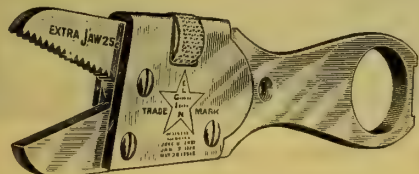
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Every auto that whizzes past your door, Mr. Dealer, will stop somewhere for gasoline. Why don't you stop them at **your** door? It's easy enough, if you use the right signal.

Autoists have long ago learned that a Bowser "Sentry" Pump is

## THE SIGN OF A PROGRESSIVE HARDWARE STORE

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In addition to their advertising value

# BOWSER

ESTABLISHED 1895

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Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.



This "Red Sentry" Equipment is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request

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## S. F. Bowser & Company, Inc.

TORONTO, ONT.

Sales Offices in All Centres and Representatives Everywhere.

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Ask your jobber's salesman for No. 6 NORTH STAR IGNITION batteries the next time he visits you—if you are not already stocking this high grade cell. Ask those who know about batteries—those who sell them and those who buy them—about North Star No. 6. Get unbiased evidence.

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Not the nearest dollar or dime, but the most frequent one, is the coin to pursue. The NORTH STAR No. 6 is

### THE WESTERN BATTERY FOR THE WESTERN NEED

*Tell your jobber to ship NORTH STAR BATTERIES.*

**CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA**

A good profit-maker for  
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Department.

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FOR TUBES AND CASINGS.

The tire is repaired without deflating or removing it from the car.

Absolutely automatic. Place the patch—attach the vulcanizer, put in gasoline—light it. No further attention is required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it. Over 500,000 in use. Not a single one has failed to give pleasing results.

Saves 90% of "Tire Troubles."

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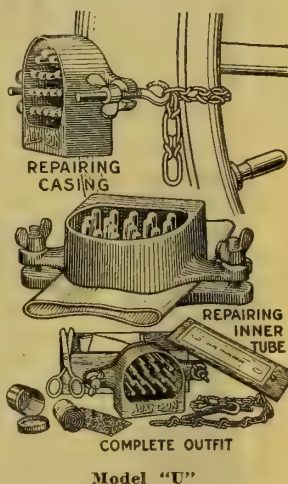
Essential in the operation of Adamson vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure.

No cement is necessary.

THE ONLY VULCANIZER MADE IN CANADA

Same discounts, same list prices as in U.S.

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### —and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

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**Interstate Electric Novelty Co. of Canada**  
LIMITED  
TORONTO 220 King St. West ONTARIO



# Aylmer

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### For Your Fall Trade

Pump. Fig. 513.



Specifications 513.

Heavy Cast Standard, the Easy Working Superior Lever Irons. Reversible Top, Wooden Handle, Large Waterways, Strong Brace, 1½" Galvanized Pipe to 3½ x 10 Polished Iron Cylinder. Get our prices to-day. Ready for Prompt Shipment.

These are two of this special line, at prices that will command your business.

Don't conclude that all pumps are alike.

Don't order "just pumps." The Aylmer special line are positively *better pumps*.

Compare them and you will be convinced it means more and better business *for you!*

Does your customer want an easy-working, long-lived pump of pleasing appearance, for domestic service. Then sell him or her an Aylmer 513. Look at the specification,

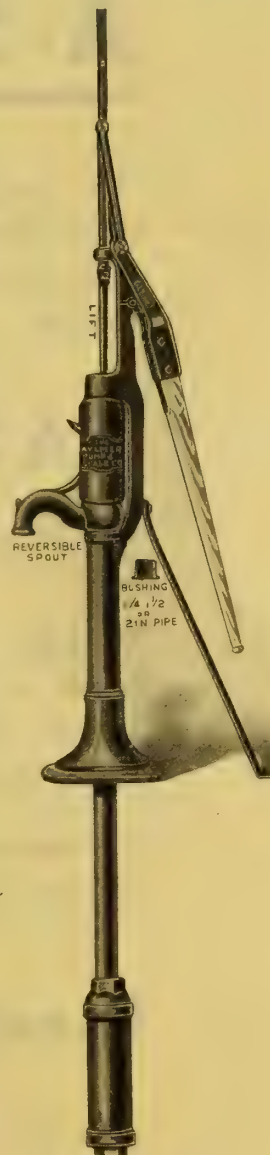
OR

is it a stock pump that is wanted. For there is none to compare with the Aylmer 514. Look it over. Remember, Aylmer pumps have pipe that is really *galvanized*. *There's a difference.*

It will pay you to consider the Aylmer line. Quality and price all in its favor. We also manufacture a full line of pitcher, house force and cistern pumps. Does your plumbing department install pressure systems? If so, you should have our literature on this line. We manufacture the most complete line in Canada. Established 1887.

*Write for catalogue to-day.*

Pump. Fig. 514.



Specifications 514.

Heavy Cast Standard, Reversible Spout, 6-8-10" Stroke, Windmill or Hand, Superior Levers, Wooden Handle, 2" Galvanized Pipe to 4" Polished Iron or Brass Body Cylinder.

**THE AYLMER PUMP & SCALE CO., Limited, AYLMER, ONT.**

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The policy of the Dominion Rubber System is to provide every need in Rubber Goods, and to give a square deal to every buyer, no matter how small the purchase may be. That means—

### **A Square Deal in Values as Well as Qualities**

Whether the purchase be a Rubber Nipple for the baby's bottle, a Rubber Shoe, a "Nobby" Tread Tire, or Inlaid Tiling for a Parlor Car, we insist that the goods must be absolutely satisfactory.

No matter what the need in rubber may be, write to our nearest Branch or direct to the Head Office.

**Canadian Consolidated Rubber Co.  
LIMITED**

**Executive Office—Montreal, P.Q.**

**28 "Service" Branches Throughout Canada**

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# HARDWARE AND METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, SEPTEMBER 23, 1916

No. 38

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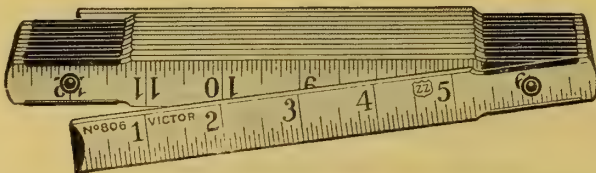
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The Joints used in "ZIG ZAG" rules are made in two distinct styles, the Concealed Joint, in which there is no hole through the wood, and the Rivet Joint, in

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Several other patented features add special value to the Stanley and Victor rules.

Made in all standard lengths and finishes.

Be sure your stock of Folding Rules all bear the name "ZIG ZAG" or "ZZ."

Manufactured by

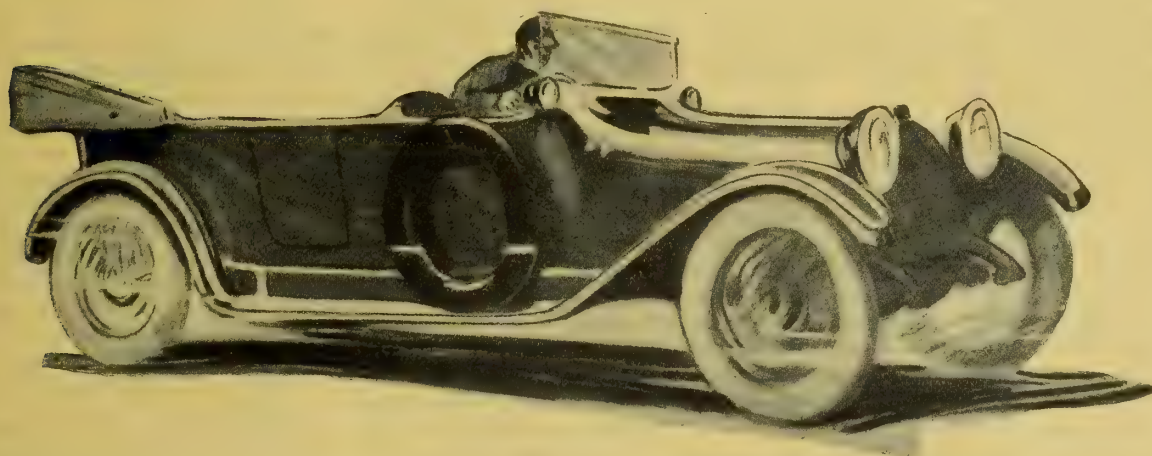
**STANLEY RULE & LEVEL CO.**  
**NEW BRITAIN. CONN. U.S.A.**

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## The Standardization of Motor Cars

What is Being Done by Manufacturers Toward That End and What it Means to the Dealer Who Handles Accessories — A Very Distinct Trend is Noticeable To-day.



**T**HE hardware merchant who handles motor accessories is, of course, very much interested in everything pertaining to the motor car. The improvements that are being put into the latest models are points that affect him in a business sense. If he is going to make this department the big moneymaker that it should be, it is necessary to watch everything that goes on in the automobile world. Each change and improvement in the modern car means new accessories and new opportunities for profitable business.

Changes are getting fewer all the time—that is, changes that count. While the automobile is by no means perfect yet, it has been developed to such a stage of efficiency that it is getting close to what might be termed mechanical perfection. As the car of 1916 is far superior in every respect to the car of 1906, it must be obvious that we are in this year of grace much nearer that ultimate stage of perfection in motor car construction, beyond which it will be exceedingly difficult to proceed. Naturally, the nearer that degree of perfection is approached, the less noticeable will be those annual changes in design and equipment which have been features of every season since automobiles were first placed on the market.

Between the average cars of 1912 and those of 1913, for example, there was a far more pronounced difference than between the average cars of 1915 and 1916 and, as the world wags on, such differences as are developed from year to year will become more and more infinitesimal.

### Standardization the Aim

To the hardware man perhaps the most interesting development is the marked trend toward standardization. The day of a hundred standards, a thousand parts and a million delays and vexations is past. Manufacturers are working to get all parts, where such is possible, on a basis of standardization. The great objective of the automobile designer of to-day is to produce a standard type of car, pleasing in appearance, comfortable in equipment and with materials and engineering design which will ensure the purchaser long time service at the least possible expense. Practicability and serviceability are the desiderata, because the manufacturer appreciates the fact that he must make his car for the average man if he would achieve success. And just as the average man, when he buys a suit of clothes, a shirt or a pair of boots, prefers to take an article that is standardized by

usage and good sense and is strong and durable, so, when he comes to buy an automobile, he will set about making the purchase in much the same way.

Up to the present time, with evolution still a decided factor in automobile manufacturing, the experimental side of construction has necessarily received great emphasis. There are to-day throughout the United States and Canada thousands of keen, skilful engineers and artisans, who are doing nothing but strive to improve on existing models. The larger factories, at any rate, are equipped with engineering departments and testing laboratories established at great cost and devoted exclusively to working out new ideas, which are not to be equalled in completeness short of certain governmental offices.

The maintenance of the experimental, or as it might be termed, the evolutionary, end of the automobile business has hitherto been costly and of necessity that cost has been assessed on the buying public. When at length the world is presented with its perfect car—and some believe that day is near, if it has not to all practical purposes arrived—experimental costs will be swept aside, and all that will remain will be those testing charges which will continue to



be needful for the sake of efficiency.

Just what influences are being brought to bear on automobile evolution at the present time it is a little difficult to define. With the popularizing of the pleasure car, the demand of the buyer—what the public wants, in other words, in style, finish and equipment—is becoming an ever more-powerful factor. Through the antennae of their far-flung sales organizations, manufacturers are able to keep a pretty close tab on popular requirements. The average automobile buyer is a keen critic. He discusses his own and his neighbor's car with perfect intimacy and freedom, draws attention to defects, often suggests improvements, and so helps indirectly to promote the process of development towards the ideal.

The buying public's demands are pretty well confined to three features—cost, efficiency and attractiveness—and these three may be said to cover quite thoroughly the whole subject of automobile production. Reciprocally, the manufacturer, realizing that the public wants good looks, comfort and economical efficiency, has been directing all the efforts of his experimental forces towards compassing these ends. Back of the whole process of evolution there lies this powerful determining factor—popular demand. It is a mistaken idea to suppose that changes in automobile design are being made simply at the whim or caprice of the manufacturer. He works on the assumption that the public only buys what the public wants.

So far as the item of cost is concerned, this is probably the most powerful of all influences that have been contributing to the evolution of the automobile. Cost has many ramifications. It evolves alike the purchase price of a car and its maintenance. Eventually there will be a nice balance between the two. The original cost will cover the inclusion of such excellent material and equipment as will enable the owner to

run his car satisfactorily at a minimum of expense. Quality will not be sacrificed for cheapness, nor will cheapness be gained at the expense of reliability.

Standardization has been one phase of cost reduction and it is becoming a still more powerful one. How much more economically a car can be put together when all its parts are uniform is obvious, and how much cheaper it becomes for the owner when he has to replace parts is also clear. A few years ago a mechanic, called on to repair a car, had to provide himself with four or five different taps, all of the same size but containing different threads, in order to be able to handle the various bolts. To-day one tap does it all. That little reform is one phase of standardization, and it is extending by degrees to all the working parts of the car, to the tires and to the accessories. It is bringing down the cost of the automobile appreciably, not alone by reducing the expense of manufacturing the individual car, but by allowing economies in experimenting, testing, etc., which can be cut down to a minimum.

From the standpoint of the buyer, the problem of tires is of prime importance. Tires bear the brunt of the wear and tear on the car, and, being costly in the first place and susceptible to sudden destruction, it is of immediate interest to the automobile-owning public that the greatest possible use should be had from them. While seemingly a problem for the tire manufacturer to solve, the automobile manufacturer has also been deeply concerned in the matter. If he could evolve a car that would be easier on its tires, so much the better would it be appreciated by the buying public. In attempting to do this, he has tacitly acknowledged the increasing influence of popular demand on automobile construction.

Tire-protective reasons have therefore been partially, at any rate, accountable for the decided reduction in the weight of the average-priced car of

recent years. Take, for instance, the car body which has been by its nature susceptible to the greatest economy in this direction. A short five years ago bodies weighed about 1,400 pounds. They were built of wood and on top of the wood was piled coat after coat of paint. To-day the wooden body is antiquated. Even the metal body, riveted together, is disappearing, and instead is being produced the electrically welded thin sheet steel body, very light but very strong, and weighing without upholstery, only some 200 pounds. The manufacture of the body, virtually in one piece, admits of its being enamelled, and the added weight of the thirty-two coats of paint has been effectively diminished.

Another item: the electrical starting device, which was a great innovation when first introduced, added several hundred pounds to the weight of the car. To bring this weight down to more reasonable proportions and at the same time to maintain or increase the efficiency of the appliance has been a goal of effort on the part of electrical engineers. That they are succeeding is apparent, for from a weight of between three and four hundred pounds two years ago, the average starting apparatus has been cut down to only about seventy-five pounds to-day.

Closely allied with the item of cost is that of efficiency. The public is calling for a reasonably cheap car. At the same time it wants a reliable car. Here is a second powerful influence at work on the evolution of the automobile. Standardization of parts is doing a good deal for the cause of efficiency. So, too, are the various improvements which are being introduced into the motor itself, all with a view to increasing efficiency. Between his desire to produce a cheap car and his anxiety to make a perfect-running car, the manufacturer assuredly has to secure a nice adjustment of interests.

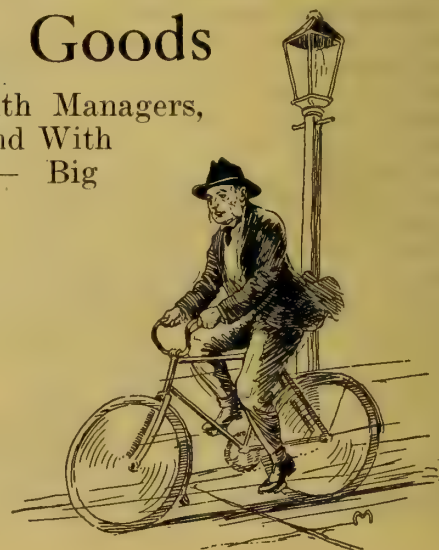
## Personal Letters Sell Sporting Goods

Ingram & Davey, of St. Thomas, Keep in Close Touch With Managers, Secretaries and New Members of Clubs—High Glass Stand With Sporting Goods Always Inside at Front Entrance—Big Demand for Limited Motor Accessories Influences Firm to Branch Out

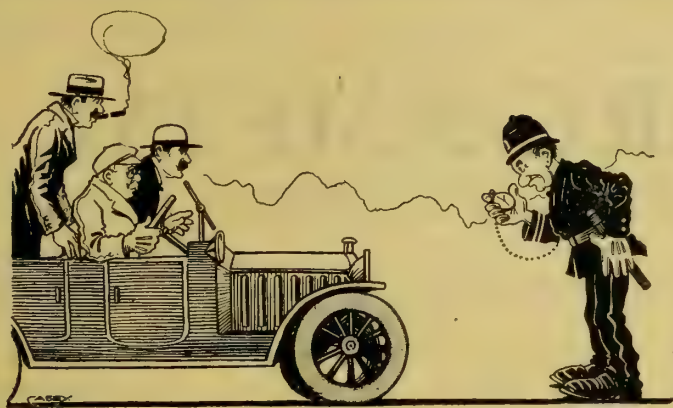
**S**T. THOMAS, Sept. 19 (Special).—When a member of the staff of **HARDWARE AND METAL** called at noon to-day on Ingram & Davey, well known hardware merchants here for the past fifteen years or more, there was a high glass stand of tennis rackets and golf clubs just inside the front doors, at the right.

About the 1st of December or earlier,

if ice is in sight, the place of vantage at the front will be occupied by skates, hockey sticks, pucks, and goal nets. In the intermediate season, shotguns and rifles, in a glass stand let into the wall fixtures, will have their innings, with heavy ammunition stocks stored above them, and appetizers in the form of "hunting" windows will be put forth. Footballs have a place in the procession







*Everybody has a car nowadays. The merchant who handles accessories will gather in more than the speed cop.*

now, too, while fishing rods in a stand and Isaak Walton paraphernalia in a show case have served a good sales purpose during the summer season now at an end.

#### Building Up Sporting Goods Sales

Trade in sporting goods just seems to come naturally to Ingram & Davey; the clubs know them; they have reached a point where they are a well-established institution in sporting circles. But as in the case of most successful businesses, it is not a case of chance or of heredity. They built up this trade by intelligent, consistent, steady work, along lines that many another hardware merchant may find it to good purpose to follow. For some of the methods employed **HARDWARE AND METAL** is indebted to Mr. E. A. Davey, secretary of the firm, who is in charge of sporting goods and cutlery.

#### Agents for Lines With a Reputation

First of all, the firm secured the St. Thomas agency for a well known line of sporting goods, of high reputation among "the fraternity." There are few firms that could push sporting goods of a nameless variety, on the strength of their own recommendation, so familiar have become trade-marked names to votaries of baseball, golf, tennis, football, and so forth.

Next came the problem of getting in touch with the men and boys who needed these goods. Advertising in the papers was, of course, adopted; so were window displays. Probably most effective of all at this stage were personal letters sent out by Mr. Davey.

#### List of New Members of Golf Club

"I would get from the president or secretary of the Golf Club the names of new members," he told **HARDWARE AND METAL**. "To each of these I would send a personal letter, stating that now he had become a member of the St. Thomas Club, he would be in-

terested in golfing supplies, and Ingram & Davey carried the best makes of clubs, balls, bags, etc., and would be pleased to have him call and look them over."

#### Nine Out of Ten Golfers Call

The result of this personal note has been surprisingly successful, for nine out of ten would come in, Mr. Davey said, and the most would stock up.

In the case of baseball and tennis and football clubs, as soon as officers were elected, a personal note would go to the manager or secretary, informing him somewhat to this effect:—

"Seeing that you have been appointed manager (or secretary) of \_\_\_\_\_ club, we would like to have you call and look over our stock of \_\_\_\_\_ goods, as we are sole agents for St. Thomas of \_\_\_\_\_'s sporting lines," etc. In nearly every case that manager or secretary, or both, accept that invitation.

It might be well to observe here that Mr. Davey does not take it for granted that everybody knows the store keeps the \_\_\_\_\_ line. He takes the first opportunity of telling them so by letter,

window and newspaper ads. To such an extent has the firm made known the quality and extent of the goods they carry that orders from clubs and individuals come in from a large country town and village area surrounding St. Thomas.

#### Wide Range of Rifles and Shot Guns

Hunting goods are not kept at the front, as they have a special case—a type familiar to most stores that carry these lines—set into the side of the shelving. The variety of makes and calibres is greater, however, than usual, four or five makers figuring in the list, and 12 or 13 different shot guns and rifles in all, with ammunition to suit, also from the best known firms.

It is not a far call from these outing goods, for sports and hunting, to motor accessories, and this firm has already started on the road, and plans are under way to increase the small department to wide proportions.

#### Motor Lines First to Supply Own Cars

It was established first of all to meet their own demands, for they have a motor delivery system. As the department stands at present, it consists of two tanks and pumps at the rear for gasoline and oil, and a case, upstairs, of head lamps, spark plugs, dry cells, and one or two other lines. Even with this comparatively small beginning, the results have been quite encouraging, and often a barrel of the dry batteries is disposed of in a few days, to city people, farmers, and tourists.

#### Will Branch Out Next Spring

It is the intention of the firm to go into motor accessories quite extensively early next year, when a special section will be set apart on the ground floor for the goods that are carried now, and in addition a large range of tires and other accessories will be laid in. In fact, the only automobile line that will be omitted will be the car itself

(Continued on Page 49.)



*Some day this picture will have historic interest. Every farmer will have a motor truck soon.*



# HARDWARE & METAL

## CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII.

TORONTO, SEPTEMBER 23, 1916

No. 39

### EDITORIAL BRIEFS

HELP the other fellow and boost yourself.

\* \* \*

COURTESY which is but a lying veneer is deadly.

\* \* \*

THE FAITH that will move mountains will also make sales.

\* \* \*

EVEN THE armies at the front are delivering attacks by motor delivery now.

\* \* \*

THE CROPS may not be as big as the country had hoped for but the farmer will get big prices for them.

\* \* \*

PAPER IS getting so scarce that even Confederate and Mexican bills may be worth something before long.

\* \* \*

IT IS reported that Stefansson will not return to civilization this winter. He's likely to find more real civilization where he is.

\* \* \*

PAPER higher, ink higher, metal higher, wages higher. No wonder that the gloom around most publishers' sanctums is becoming intense.

\* \* \*

THE UNITED States offered \$25,000,000 for the Danish West Indies—three small islands in the Caribbean. Real estate values are going up again.

### SHORTAGE OF PULPWOOD

PULPWOOD authorities estimate that the amount of pulpwood on hand at the mills at present is only forty per cent. of normal. This shrinkage is due primarily to lack of help, but forest fires have also been a contributory factor. A year ago raw pulpwood could be purchased in Northern Ontario at \$4 a cord, whereas this year the price is \$5.25 and higher. While the most important factor in the increased cost of production is labor, the difficulty in procuring chemicals is not a negligible one. The paper manufacturers are so alarmed at the situation that they are vigorously urging upon publishers the advisability of economizing on the use of paper. When a producer urges his customers to limit the use

of his product the situation must indeed be very serious.

### HOLDING SELLING PRICES FIRM

THE manufacturer who stands firmly for a fixed selling price may encounter obstacles, but in the end will find that he has strengthened his position. It is universally acknowledged that price-cutting is the greatest evil the retailer faces and that the solution rests with the manufacturer who refuses to permit his product to be sold at less than a certain fixed figure.

Here is a case in point. The Meriden Britannia Co. took exception to the methods of a large departmental store where the Meriden Britannia lines were being offered on occasions at cut prices as sales "leaders." The store management refused to stop the practice; in fact, they refused to recognize the right of the makers to say at what price the goods were to be sold. The store in question does an enormous trade in silverware and the management were confident that they could make any manufacturer toe the line if it came to a showdown. The Meriden Britannia Co. accepted the gage of battle and refused to sell goods to this particular store unless under definite guarantees as to the selling price. The store management then endeavored to secure the goods from other sources, but were checked there also.

The stand taken by this company is a sound and courageous one. If the manufacturer sets a price below which his goods must not be sold, he assures the merchant a fair profit and *gives every one an equal chance*. The wide buying power of the mail order house and departmental store avails them nothing when a fixed price restriction faces them. The small hardware dealer around the corner can sell as cheaply as the mammoth store. It is only by this means that price-cutting can be eliminated.

Of course, price-cutting is not limited to the departmental stores and the minimum selling price would, therefore, serve as a deterrent on the benighted merchant who thinks he can increase his business by selling goods at a loss and who thereby not only builds a tombstone over his own profits, but disorganizes trade conditions generally.



### THE BUSINESS OUTLOOK

THE only uncertainty that the business man in Canada feels to-day is in his ability to secure supplies and help. No longer does he worry about his chance of selling his goods or about collections. He knows that demand is good and that ready money is forthcoming. But he knows also that supplies in some lines are getting scarcer and that the problem of help threatens to become decidedly serious.

However, there is no cause for real worry at the present time. Business is so good that only the downright pessimist looks for the fly in the amber. It seems almost incredible that business should be so good in the very midst of a world-shaking war; but the crowded store, the busy factory and the glutted savings bank are positive proofs that establish the fact of our very evident prosperity. That this condition will continue to the end of the war and some time beyond on the weight of its own momentum, is the opinion of many well-informed men. Others are not so sanguine; but no one feels other than certain of a brisk winter's trade.

Business in the hardware trade is improving with business conditions generally, despite the fact that building operations are not yet normal.

### A COURAGEOUS STEP

FROM the Des Moines "*Capital*" comes an example which may well be emulated in Canada and the United States. This paper announces that from this on it will publish no matter known, in newspaper parlance, as "free publicity." It will publish only such items as its editorial and news departments decide are in the interest of the reader. In announcing this, the "*Capital*" says in part:—

"It means a radical departure, particularly in relation to automobiles and movies. It will be difficult in some cases to draw the line, but to the best of our ability we will have only two things in the '*Capital*'—news and advertising, and the two will not be mixed.

"We will make every effort to be 100 per cent. pure. As a matter of fact, the free publicity is a fraud upon the reader, of little value to the advertiser, and absolutely unfair to those advertisers who do not receive it.

"The '*Capital*' will undoubtedly temporarily lose some advertising, but inasmuch as this policy will make it a better newspaper, we feel sure that the temporary advertising losses will be promptly made up from other sources."

This is a courageous step, as well as one in the right direction. Papers are published primarily in the interest of the reader. Their revenue is largely made up from advertising, but were the readers not paying their humble penny or nickel—as the case might be—there would be no large circulation upon which advertising could be sold. HARDWARE AND

METAL has always stood for this principle. It is the paper by which many of its thousands of subscribers regulate their business policies. It helps them in the conduct of their store. It solves their difficulties and suggests their opportunities. It is published for the hardwareman first, last and all the time. It therefore is able and glad to congratulate the Des Moines "*Capital*" upon the stand it has taken, and to wish it entire success upon its new basis.

### BANKERS AND FARMERS MEET IN WEST

THE policy of getting together in order to settle differences, has been extensively adopted in Western Canada during the past few years—more particularly within the past two years. Retail merchants in the three prairie provinces have banded together and have accomplished a great deal of good through the retail merchants' association in their respective provinces.

The sales-managers of the leading wholesale houses have formed an association and are co-operating for the betterment of trade conditions. About two months ago a joint meeting at Winnipeg was attended by representatives of the retailers, wholesalers, sales-managers, and credit men. At this meeting it was found that a great many of the so-called grievances were mostly imaginary, and were easily remedied when the members of the various associations got together.

The most recent conference at Winnipeg was a meeting of the managers of the Western branches of Canadian banks, with farmers from Manitoba, Saskatchewan and Alberta. As a result of the interchange of ideas at this meeting it is expected that more harmony will in future prevail between farmers and bankers. The farmers made a number of complaints regarding banking practices in the country districts—they also had suggestions to offer as to how the bankers could improve conditions and modify certain unfair regulations which now exist. There was a thorough discussion regarding extensions of credit to carry grain; loans to buy stock and feed; use of promissory notes; and various other banking operations necessary to further agricultural progress.

One of the most pleasing features of the conference, was an agreement which was reached between both parties to hold other meetings from time to time as necessity arises. The bankers and farmers realized more than ever before that their interests are almost identical. Each is vitally interested in the welfare of the other. A continuation of the policy of getting-together will prove profitable to both farmers and bankers, as well as the country at large. This policy has proven mutually beneficial to retailers, wholesalers and manufacturers. The old proverb, "Competition is the life of Trade," is rapidly giving way to the new, "Co-operative competition is the life of trade."



# Are Canadian Manufacturers Facing Danger?

Significant Statements Made by President Taylor at Meeting of Canadian Hardware Manufacturers' Exhibitors—Present Officers Continue to Hold Office —  
Labor, a Serious Problem

A GENERAL meeting of the members of the Canadian Hardware Manufacturers' Exhibitors' Association was held recently at the King Edward Hotel, Toronto.

The meeting unanimously passed a resolution requesting the present officers to hold office until the next meeting of the association.

A resolution was adopted instructing the secretary to make arrangements for a meeting with the officers of the Retail Hardware Dealers' Association for the purpose of deciding upon future exhibitions and conventions.

## Address by the President

The meeting was addressed by President Adam Taylor, of the Canadian Hardware Manufacturers' Exhibitors. President Taylor dealt with present, and after-the-war problems. A verbatim report of his address follows:—

"Gentlemen,—It gives me great pleasure, as president of the Canadian Hardware Manufacturers' Exhibitors, to bid you all a hearty welcome to this meeting, and to invite the participation of every one present in the important discussions that are to ensue.

"This conference, as most of you are aware, would more properly have been held last spring, and one of the reasons we are here to-day is that an explanation may be given you of the delay, and to ask your approval of the course which your executive thought wise to pursue under the circumstances which arose.

## To Interest the Retailer

"As an organization, we exist, of course, for the purpose of putting on periodic exhibitions. Naturally, those exhibitions have as their ultimate object the promotion of domestic trade. Incidentally, they enable us manufacturers to get together, and to cultivate the acquaintance of our customers, but it is important not to overlook the fact that fundamentally they are designed to interest the retail hardware merchant in goods of Canadian production, to acquaint him with new lines that are being brought out, and to make it easy for him to do his buying intelligently and economically.

"This year the customary exhibition was not held. Our secretary-treasurer, in the course of his duties, took the preliminary steps toward carrying out the regular programme, but the general trade situation presented features of

such an unusual and of such a difficult character, that I took upon myself the responsibility of summoning the executive together in order that the whole problem might be passed carefully in review, and a decision reached that would commend itself to their united judgment.

## Long Waits for Supplies

"When we met, and when we had exchanged experiences, we found that we were all laboring under difficulties which, so far as we could gather, were common to the entire trade. To begin with, the steel manufacturers upon whom we were dependent for our raw material, were far behind in their deliveries to us. Where ordinarily we might count with safety upon delivery one month from date of order, we then had to wait not unfrequently for nine or twelve months from date of order. Not only that, but after submitting to such irritating delays, we usually found ourselves put off with only a fraction of what our order called for, whereas under normal conditions our maximum requirements were supplied with reasonable promptness. In these circumstances, it was but natural to ask ourselves, why invite orders from our customers when it was practically a foregone conclusion that if the orders were received, we would be unable to fill them?

## The Labor Problem

"Side by side with this shortage of material, there was the equally important and equally difficult problem of the shortage of help. Canada had enlisted nearly 400,000 men for overseas service; thousands more had been withdrawn from their regular occupations to aid in the production of munitions. It was inevitable that the providing of so large a number of men for emergency service would be reflected in serious interruptions to ordinary forms of production. For the hardware manufacturers, we do not claim that they suffered more than other classes from the scarcity of labor, but we can truthfully say that we were all shorthanded, that the help we needed was not obtainable in the country, and that even had there been no other difficulty to contend with, this factor alone would have thrown us all far behind with our deliveries.

"With this situation squarely before us, and with absolutely nothing to justify the hope of an early improvement in conditions, either as regards mater-

ial or labor, it appeared to your executive that to hold an exhibition would only be to invite trouble, and eventually, perhaps, to incur the displeasure of the very people whom each of us individually was doing his best to placate. A creditable display, for instance, would bear its own evidence of our ability to secure both labor and material, in some measure at least, and it goes without saying that that display would be seen by many a retail merchant whose orders with us were long unfilled. What more natural for him under the circumstances, than to resent our efforts to secure new orders by methods that meant still further delay in filling orders already in hand? In fairness to ourselves, in fairness to our customers, your executive felt that an exhibition this year would have been impracticable and inopportune.

## Criticism from Some Quarters

"In some quarters our action was criticized because, it was alleged, we manufacturers should have embraced the opportunity to display new lines, replacing articles whose importation had been interrupted as a result of the war. My answer to that criticism will be as brief as I hope it will be convincing. If we had demonstrated to our own satisfaction that it was impossible for us to keep up with our orders for staple lines, how would we be justified in attempting to supply new lines? Ordinary business judgment would surely suggest the wisdom of exhausting the possibilities of a permanent and profitable market, especially when we had neither the labor nor the material to do so with even moderate chances of success.

## A Time for Greater Effort

"I do not wish to be understood, however, as offering the opinion that we should rest upon our oars, and do nothing to better our position. I feel that the present is a time calling for greater individual effort and more thorough organization than ever. The conditions we are now facing will be changed, sooner or later. Unfortunately, they are likely to become worse before they improve. The difficulties to which I have referred would in themselves be sufficient to make our position precarious, even in the home market. But to-day we are facing another danger, more serious, perhaps, than all the others put together, and that is the determination of United States manufacturers to foster the development of subsidiary steel



industries in their own country, by methods that will automatically retard the development of similar industries in Canada. Bars, for example, were quoted in the Daily Iron Trade and Metal Market Report for August 10th, as being available at Pittsburgh for home users at \$2.60, when the price for export ruled at \$3.50 or higher. Dependent as we are upon United States mills for such material, how long, let me ask you, would it be before we were driven out of business altogether?

"As I have just said; however, present conditions will not last forever. The termination of the war will usher in a new era, one that we all hope and believe will bring wonderful opportunities to the door of this country. If there is effected an economic union among the Allies, that will give us access to the markets of Great Britain, France, Russia, Italy, and Belgium, on terms more favorable than those available to the United States, nothing short of Providence can retard our development.

or deprive us of the prosperity and happiness which our sacrifices in this great war have earned for us.

"In anticipation of that time, and in preparation for the keener competition which the next few months are certain to bring us from the United States, we should organize thoroughly, and plan carefully, so that we may be the better able to take care of ourselves and the more ready to profit by the opportunities for trade when they present themselves."

## The Death of Edward Gurney

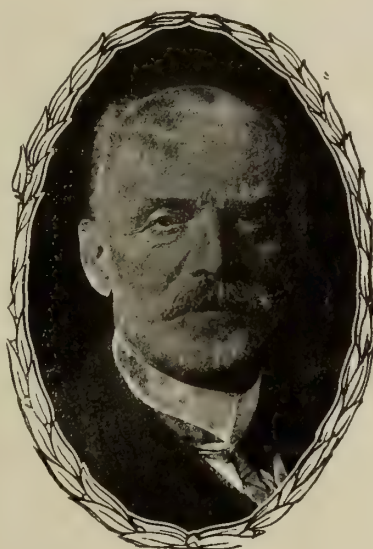
Well Known in Canada and the United States as a Manufacturer—Held Many Important Offices—President Gurney Foundry Company, Limited.

A CAPTAIN of industry prominent not only in hardware and stove circles but in all trades throughout the Dominion, passed away this week in the person of Edward Gurney, President of the Gurney Foundry Co. Mr. Gurney, who was 72 years of age, had been in failing health for the past two years, but his death occurred suddenly.

Edward Gurney was the only son of the late Edward Gurney, of Holland Patent, N.Y., who, in company with his brother Charles, laid the foundation in Hamilton in 1842 of the foundry business of E. & C. Gurney. He was born in Hamilton in 1845. After receiving a general education at the local schools of that city, he entered his father's workshops, where he was given a thorough training as a moulder. In 1869 on being admitted to the firm, he removed to Toronto, where he was placed in charge of a branch of the business then being opened up. From a comparatively small beginning the works at Toronto have been gradually enlarged and the business extended until, to-day, it is one of the largest of its kind in the Empire. In 1891 the firm became an incorporated company under the name of The Gurney Foundry Co., with Mr. Gurney as President. A second branch was established in Boston in 1887.

Mr. Gurney was a public-spirited man and always took a keen interest in public affairs. He was also an active church worker, and was for many years one of the leading workers in the Metropolitan church.

He was President of the Canadian Manufacturers' Association in 1879-80. He was president of the Toronto Board of Trade in 1897. More recently he was elected president of the Crown Bank. For a time Mr. Gurney was also a member of the Temiskaming Railway Commission.



*The late Edward Gurney.*

Mr. Gurney was a well known figure in tariff controversies and was an enthusiastic advocate of high protection. Mr. Gurney was not only a shrewd businessman, but a most agreeable person with whom to do business. He was a polished speaker, and captivated many an audience by the undercurrent of quiet humor which pervaded his remarks.

Mr. Gurney was President of The Gurney Foundry Co., Toronto; Gurney Massey Co., Montreal; Gurney, Heater Manufacturing Co., Boston. He was vice president of the Gurney Northwest Foundry Co., Winnipeg; Vice-president of the North American Life Assurance Co. of Canada, and a member of the National, Toronto, and Automobile Clubs. Mr. Gurney was a staunch Conservative.

Mr. Gurney married Mary Frances Cromwell of Ingersoll, Ont., daughter of William A. Cromwell, January 2, 1868. They were the parents of the following

children: Mary Irene, wife of W. Sandford Evans, Mayor of Winnipeg; Mabel Louise, wife of E. B. Ryekman of Toronto; William Cromwell Gurney, Vice-President of the Gurney Foundry Co.; Edward Holt Gurney, Vice-President of the Gurney Foundry Co. and a member of the Council of the Toronto Board of Trade, and Gladys Gurney, unmarried.

The funeral took place at Mt. Pleasant cemetery in Wednesday afternoon.

### CATALOGUES AND BOOKLETS

#### Sheet Metal Catalogue

A very attractive and well illustrated catalogue has come to hand from the Winnipeg Ceiling and Roofing Co. It shows their complete and practical line of sheet metal building goods, including attractive designs of ceilings, side walls, borders, mouldings, cornices, steel shingles, roofing, eavetroughs, weather vanes, fireproof windows and doors, corrugated granaries, wells and culverts, troughs, and other ornamental zinc work.

\* \* \*

The Keystone Mfg. Co., Buffalo, N.Y., have issued a new catalogue No. 24 illustrating and describing an interesting line of mechanics tools including ratchets, wrenches, sockets, drill sleeves, etc. A complete price list is included for the various lines.

\* \* \*

The "Gun" top is the title of an attractive booklet recently issued by the Grennfield Tap & Die Corporation, Greenfield, Mass. The bulletin describes in detail the principal features of the "Gun" tap, covering its design and operation accompanied by illustrations featuring the claims made for this tap.



# To Meet the Mail Order Menace

The Relation of the Post Office to Mail Order Activities — What the Retail Merchants Must Do to Combat the Growing Power of Catalogue Houses.

(Continued from last issue.)

THEY secure as many catalogues as they can, that are published by mail order houses, and place them in a rack fitted up in their store. They not only advertise in the local papers but they place signs up in their stores which read somewhat as follows:—"Instead of sending your money out of the Town to Mail Order Catalogue Houses, and buying something that you have no opportunity of seeing before you buy, purchase your requirements at our store, save money and run no risk. If we have nothing to suit you and you find what you would like in any catalogue, no matter whose catalogue it may be, if the quality is right we will supply you with it, give you a chance to see it and examine it, and sell it to you at a discount off the price quoted."

Again many merchants send to the mail order catalogue houses whose catalogues are distributed in their district, and they purchase some of the well-known lines and keep them as exhibits. They point out the poor quality of the articles, and compare them with better lines that they sell at lower prices than those quoted in the catalogues. This is a most effective way of meeting mail order house competition, and a plan that, in my opinion, we should recommend to our members.

There are other plans that could be adopted and which should be effective and fair in their application.

The trouble is, we have allowed false statements to be made to the public by the mail order catalogue houses, and we have made too little effort to contradict them. They have been made so often that even some retail merchants consider the statements made by these illegitimate houses to be true. Take, for instance the repeated announcement, "We will save you the middleman's profit." "We buy direct from the factory or from the mill"; "We buy in such large quantities that we can buy so much cheaper than the small retailers."

Every retail merchant knows, if he has given the subject any thought, that there are very few lines of goods that can be bought by any retailer direct from the manufacturer. And if they could he would have to pay more for them in order to cover the extra cost caused by the manufacturer having to keep a very much larger selling staff than the regular trade calls for. Every day manufacturers are recognizing that it pays them

better to direct their whole attention to making the product and allowing the wholesalers to distribute it. The manufacturers are also fast recognizing the fact, that by selling their goods through the legitimate channels of trade, that it is the most economic method for them. Not long ago a large mail order house wanted to buy a certain line of goods direct from the manufacturer. They made all sorts of boastful statements, finally they said that they would give them an order for ten carload lots during the year if they placed them on the jobbing list. The manufacturer laughed and said "Why my trade with the jobbing houses in one of our districts amounts to sixty-five car loads a month, and do you think that we would jeopardize that trade for your small order."

## POINTS WORTH WHILE

*This paper is one of the most thorough and comprehensive ever presented on the mail order question and is deserving of the close attention and interest of every reader. The references to the postal regulations re the carrying of catalogues are particularly to the point.*

Oh no, if you want our goods buy them from the jobbers. If you buy them, and cut the price in your catalogues in order to induce the public to buy other goods that you make two or three hundred per cent. on, we will instruct the jobbers to cut you off, and if they do not do so we will cut them off."

The statement, that by buying through mail order houses you are saving the middleman's profit on all you buy, is nothing but a glaring deception, to say nothing whatever about the question of lack of loyalty to your home town. Let us follow the process and see if less labor is required.

A customer in a town possibly a school teacher, a preacher, a Government servant or a railway employee who is depending on the prosperity of the town, receives a catalogue. In order that that catalogue should reach the said person, the following process must take place:

- (1) Some one designs the catalogue.
- (2) Some one prints the catalogue.
- (3) Some one makes the cuts.

- (4) Some one delivers them to the office.
- (5) Some one procures the addresses.
- (6) Some one wraps the catalogue up and addresses it.
- (7) Some one stamps and mails it.
- (8) Some one gathers it up and places it in the mail bag.
- (9) Some one takes the mail bag to the station.
- (10) Some one carries it on the train.
- (11) Some one takes it off the train.
- (12) Some one takes it to the post office.
- (13) Some one delivers it to the customer in the town.
- (14) The customer spends some time reading it over and selecting some article and then writes a letter.
- (15) The customer must then secure a post office order, or enclose the cash, at their own risk, and mail the letter.
- (16) The postmaster then puts it in the mail bag.
- (17) The mail driver takes it to the station.
- (18) The mail clerk in charge of the train delivers it at the other end.
- (19) A post office delivery wagon delivers it to the post office.
- (20) A postal clerk sorts it out ready for the postman.
- (21) The postman delivers it.
- (22) The mail order house clerk opens the letter.
- (23) The bookkeeper credits the cash.
- (24) The order clerk selects the order.
- (25) A stenographer acknowledges the receipt.
- (26) The shipping clerk mails away the order.
- (27) The postal clerk sorts it out for the mail delivery.
- (28) The mail deliverer places it on the train.
- (29) The mail clerk takes it off the train.
- (30) The mail deliverer delivers it at the local post office.
- (31) The underpaid postmaster delivers it either direct to the customer or gives it to a rural mail delivery service that is costing Canada a large sum of money to mostly benefit mail order houses.
- (32) The customer takes possession, and after a careful examination finds that he or she could have bought a better article in the home town, and have had the good-will of the retail merchant, who, if the customer was a preacher might be a member of his



congregation, and one who was helping to pay his salary.

Can any sane person say, that there is any economy in that system of doing business. Positively none. None in price paid, quality considered; and none to the citizens when fourteen steps out of thirty-two are made by the Government at less than cost price. Now compare the simple process through which goods pass when they follow the natural channels from the manufacturer to the wholesaler and from the wholesaler to the retailer. The whole problem therefore resolves itself into this.

(1) Should the Government conduct the parcel post system at a loss, for the benefit of a few mail order houses whose business methods and systems of advertising induce persons, who know very little about the value of merchandise, to believe that they are securing bargains, whereas the said persons are receiving no benefit, and they are sending away the money that should circulate in the locality where it was created, and by so doing they are discouraging the retail merchants from carrying better stocks and building up the municipality, and they are thereby making the locality and the surrounding farming country a less desirable place to live in, and they are thus working to the financial injury of Canada by diminishing her rural revenue producing power.

(2) Every effort should be made by our Association to prosecute every false advertisement which appears in any catalogue or advertisement of any kind so as to protect the public from being deceived, and the retail merchants from having to contend with false and misleading representations.

(3) We should consider the advisability of recommending our members to not only discount the price of any article advertised in any illegitimate and unfair trading mail order catalogue, but in many cases to buy the goods and show their customers the difference in the quality of the goods they carry and the goods offered by illegitimate and unfair trading mail order houses.

(4) We should make provision to have every action that is taken against these concerns, or any other unfair trading concern, in the police court, made public, through the press and in pamphlet form for public distribution.

(5) We should inaugurate, through our Association, an intelligent public campaign pointing out the necessity of the retail merchant in the community and the importance of having trade conducted through legitimate channels.

In order to do these things and to protect ourselves as retail merchants who occupy and do business on the most highly assessed property in every city, town and village in Canada, and who carry millions of dollars' worth of merchandise

for the convenience of the public, we require the aid and assistance of every retail merchant who has his own and his customers best interests, as well as the best interest of Canada, at heart. If the retail trade of Canada is to be preserved and improved and placed upon a higher and better plane, it can only be improved by and through the united effort of every retail merchant in Canada who desires it, as no other class understands the requirements of the retailer, only the retailer himself, and no other class should be expected to do for us what we should do ourselves. Let me therefore in closing urge upon every retail merchant, who has not already united with his fellow retail merchants, to do so now and become enrolled under the banner of "The Retail Merchants' Association of Canada" incorporated, an Association of honest, earnest retail men who have banded themselves together to preserve all that is highest and best in the distribution of merchandise at retail, and to give to the public, upon whom they rely for support, the best possible service at the lowest possible cost. If the mail order houses or any other concern of this country are not doing their business on the square, let us not sit down and fold our hands and wonder what we can do, but let us be up and doing and make them play the game fair and square. If we want the right to prevail in trade we must fight to make it prevail, and by following the old "golden rule," which is the only safe rule for any merchant to follow, the retail merchandising of Canada can be placed upon the highest possible plane and where, I am sure, every honest retail merchant desires it to be.

Mr. president and fellow members for your kind and patient attention, I desire to thank you.

## Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1091. **Wire mesh, gauze and sieve.**—A Buenos Aires firm of wire mesh, gauze and sieve manufacturers is open to receive quotations for bent beach wood for sieve making. Sample and further particulars can be obtained by application to the Department of Trade and Commerce, Ottawa.

1092. **Wire mesh, gauze and sieve.**—A Buenos Aires firm of wire mesh, gauze and sieve manufacturers is open to receive quotations for galvanized iron wire, No. B.W.G. from 20 to 29, inclusive. Sample and further particulars can be obtained on application to the Department of Trade and Commerce, Ottawa.

1093. **Wire mesh, gauze and sieve.**—A Buenos Aires firm of wire mesh, gauze and sieve manufacturers is open to receive quotations for bronze wire, No. B.W.G. 21-22-26-27-

17. Further particulars can be obtained on application to the Department of Trade and Commerce, Ottawa.

1099. **Agencies.**—A firm in New York with branches in South Africa, Australia and the British West Indies desires to secure agencies for Canadian manufacturers of the following lines for business after the war: Carpenters' tools, spanners, pliers and wrenches, meat choppers and household hardware, woodware, brooms and brushes, toilet paper, picture mouldings, leather and fancy goods, sheetings and towellings, table damasks, cotton pants and dress goods, hosiery and underwear, tapestry rugs and carpets, upholstery coverings.

1100. **Asbestos millboard.**—A Carlisle firm inquires for asbestos millboard samples and quotations.

1101. **Mill specialties.**—A Carlisle firm is open to represent engineers and manufacturers of mill specialties.

1102. **Oils.**—A Leicester firm inquires for all grades and qualities of oils. Send lowest prices and tests.

1103. **Oils.**—A Leicester firm inquires for lubricating oils. Approximate tests should be submitted and samples of one pint each.

1104. **Oils.**—A Burslem firm inquires for oils for paint grinding and mixing lubricating oils.

1105. **Oils.**—A Hanley firm inquires for crude oils, gas oils, petroleum, engine and cylinder oils.

1106. **Oils.**—A Burslem firm is open to consider samples and prices of lubricating oils.

1107. **Oils.**—A Leicester firm wishes to hear from exporters of engine oil, 865, heavy cylinder oils, white and yellow petrolatum.

1108. **Grease and oils.**—A Chesterfield firm is open to buy fish grease, seal grease, whale oils and cod oils.

1109. **Oils.**—A London firm asks for samples, analysis and prices of all kind of oils.

1110. **\*Wood wool.**—A Dudley firm of bedstead makers inquire for wood wool.

1112. **Oils.**—A Birmingham firm inquires for cylinder oils, heavy oils, pale lubricating oils and petroladium.

1113. **Pig-iron.**—A Nottingham firm can purchase large quantities of pig-iron.

1114. **\*Paper.**—A Birmingham firm can purchase large quantities of wrapping paper and kraft paper.

1116. **Frost (horseshoe) nails.**—A London firm who seek supplies of frost nails, according to sample and specification in the possession of the Department, ask for the addresses of Canadian manufacturers.

1117. **Box shooks.**—A Cape Province firm of dried packers asks for quotations on box shooks: Thirty-five thousand annually: Tops and bottoms, 2 pieces, 15½ by 9½ by 5-16; sides, 2 pieces, 15½ by 5½ by 5-16; ends, 2 pieces, 9 by 5½ by 7½. Fifteen thousand annually, same sizes as above except depth, which is 6¼-inch instead of 5¼-inch. All boxes used have the weight and contents printed on the sides. Sample boxes and printing required are in possession of the Department of Trade and Commerce, Ottawa.

1121. **\*Paper.**—An English firm who state they are in close touch with all the largest buyers of paper in England, Scotland and Ireland, and have resident representatives in the Midland counties and Glasgow, offer their services for the sale of Canadian productions.

1122. **Leather.**—A Newfoundland concern desires to be put in communication with Canadian exporters of rough hemlock tanned sole leather, for rolling and finishing.

1123. **Shoe-findings.**—A business firm requests to be put in touch with Canadian exporters of shoe-findings with a view of obtaining the agency for Newfoundland for these lines.

\*Included in the list of articles, the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London. For further information apply to the Department of Trade and Commerce, Ottawa.



# EVENTS IN THE TRADE

## FIRE LOSSES

St. Thomas, Ont.—The plant of the Canadian Wood Products Co. was destroyed by fire.

## NEW WOOLWORTH STORE

Woolworth's, Limited, are building a new store on Third street, Medicine Hat, which is to be ready by Nov. 1.

## DEATH OF J. WALTER PAGE

Windsor, Ont.—J. Walter Page, founder of the Page Wire Fence Company, which operated plants at Adrian, Mich., and Walkerville, Ont., died Saturday in Adrian.

## KILLED IN ACTION

Lieut. Edgar H. McVicar, son of Samuel McVicar, secretary-treasurer of the Standard Silver Company, has been killed in action. Prior to enlisting he was attached to the house staff of St. Michael's Hospital.

## HANDLES AUTO ACCESSORIES

G. Frederickson, Estevan, Sask., is enlarging his garage on Twelfth avenue, and will add another forty feet to it. The P. C. Duncan Co. department store will in future handle the auto accessories, thus leaving Mr. Frederickson more time for the repair business.

## NEW RUBBER INDUSTRY FOR BELLEVILLE

The Maple Leaf Tires, Ltd., has secured a fine factory site of twenty-two acres, Belleville, Ont., and will begin building operations at once. They are expected to employ about 100 hands at the start, and have fine prospects for expansion.

## A CORRECTION

In a recent issue of **HARDWARE AND METAL**, there appeared an item to the effect that the hardware store of S. L. Adolph, Listowel, Ont., had been burned. It was not the hardware store, but the warehouse at the back of the store, which contained some heavy stuff, such as wire, pipe, and twine.

## REGULATIONS FOR WIRING

The Power Commission Act, which has just been approved, has given the Hydro Commission inspectors a strong weapon with which to stamp out criminal carelessness in regard to fires in the province due to violations of the

rules and regulations for electric wiring of buildings. A warning has been issued by the Fire Marshal and other officials to contractors, that the minimum penalties now asked for will soon give way to the heavier ones of \$300 to \$500, as provided by the Act.

## FIRE AT KITCHENER

The barn of P. Hymmer & Co., Kitchener, Ont., hardware merchant, was discovered ablaze at five o'clock, Sept. 17, on King street west. Two delivery horses were burned to death, together with several tons of hay. The building was galvanized and not greatly damaged. The loss is covered by insurance. The cause of the fire is unknown.

## BIG EXTENSIONS PLANNED BY TOOL FIRM

The Maple Leaf Harvest Tool Co., Tillsonburg, Ont., have decided to make a number of additions to their plant. A new storage wareroom is planned, and will be erected at once. A paint shop and finishing room is also about to be erected, and other extensions will be made from time to time.

## BUY DEPARTMENT STORE

Brown's, Ltd., have purchased the stock and business of Spencer-Todd, Ltd., Medicine Hat, Alta. Contractors are at work enlarging and altering the premises. The floor space will be increased two and a half times the present area. Members of the new firm are H. H. Brown, M. A. Brown, and J. A. Huntley.

## NEW PLANT FOR FERGUS

Beatty Bros., Ltd., Fergus, Ont., are making a large addition to their plant in Fergus. The contract was let on Labor Day for a new factory to be built parallel to the present factory on Hill street. The intention of the firm is to take all the iron working machinery from Grand River Factory in Fergus, and install it in this new plant. Churns and washers, which have hitherto been made in London, will now be made in the Grand River plant, which is being enlarged by a three-storey addition. This is now almost completed and ready for the woodworking machinery, with which it will be completely filled. Plans are now under way to erect about 50 new houses in town to provide for workmen to be employed in the new plant.

## J. E. GUILBAULT DEAD

Ald. Joseph Edouard Guilbault, president and general manager of the Guilbault Company, Ltd., died at St. Boniface, Man., last week. Mr. Guilbault had been a resident of St. Boniface since 1883, and engaged in the hardware business until 1900, when the company bearing his name was formed. He was one of the most prominent of St. Boniface's citizens.

## OBITUARY.

Toronto, Ont.—The death occurred here of I. C. Fell, president Toronto Stamp and Stencil Works.

Maple Creek, Sask.—The death occurred here after a lingering illness, of the wife of Robert Swift Hodson of the Hodson Hardware Co.

St. John, N.B.—The death occurred here of Gideon Hevenor, president Gideon Hevenor, manufacturers machinery, copper, ranges, boilers, etc.

## ARE YOU GOING TO ATLANTIC CITY?

Members of the Canadian Hardware Manufacturers' Exhibitors' Association, who expect to attend the American Hardware Manufacturers', and National Hardware Association's Convention in Atlantic City, Oct. 17 to 20, are requested to send their names and names of ladies accompanying them, at once to F. M. Tobin, Secretary-Treasurer, C. H. M. E., Woodstock, Ont., so that names may be forwarded to the secretary of the American Hardware Manufacturers' Association.

## PERSONAL

On Monday, Miss Jean Taylor, Renfrew, Ont., left for Ottawa to take a position as accountant. For some time she was in the office of the Legee hardware store, Renfrew.

Tom Fliteroft, formerly with the Stanley Mills Co., Hamilton, has started out on the road for the National Machinery & Supply Co., Hamilton, Ont., and will call on the retail hardware trade.

Flight-Lieut. Wm. Anderson left Winnipeg recently for England, after leave of absence for several weeks. He has been in England for close on a year, but was operated on for appendicitis, and has been home to recuperate. He is a son of T. A. Anderson, president of the Merrick-Anderson Co., Winnipeg.



John East, of the John East Iron Works, Saskatoon, has been in the United States and Eastern Canada, purchasing new machinery for his plant.

#### BUSINESS CHANGES

Engelfield, Sask.—Establishment of R. M. Wacholtz, hardware has been sold to Smith Bros.

Imperial, Sask.—Kelly Bros., hardware and grocers have been succeeded by John Waugh.

Rouleau, Sask.—W. G. Smith & Co., hardware, has been succeeded by W. G. Smith.

Page Le Boeuf Co., Tecumseh, Ont., have gone out of the grocery business and in future will deal only in hardware.

B. M. Wacholtz has sold the stock of his hardware store, Engelfield, Sask., to Smith Bros.

Jussner & Hagedorn has succeeded Ernest Schiver in his implement business, Prelate, Sask.

The Consumers' Hardware Co., Toronto, are selling out their stock.

Jos. Painter and N. G. Spies have purchased the hardware business conducted at Mannville, by Ivan Smith, and will take it over on Sept. 10th. Mr. Spies has been in Winnipeg for some days buying stock for the venture. Mr. Spies was formerly employed at Gurney & St. Germain's hardware store.

The incorporation is announced of the Richam Manufacturing Company, the capital of the company to be one hundred and fifty thousand dollars, divided into thirty thousand shares of five dollars each; the head office of the com-

pany to be situated at Hamilton, and the provisional directors of the company to be G. A. Truman, C. G. Christopher, A. E. Truman, A. E. Wickens, F. Bell. The company will manufacture, buy, sell and deal in all kinds of automobile tires, tire linen, automobile accessories, and all manufactures of iron, steel, brass, rubber, canoes or combinations thereof.

## HARDWARE LETTER BOX

#### Voss Power Machine

J. A. Anderson, Drinkwater, Sask.—Please advise where I can purchase the Voss Power Washing Machine.

Voss Bros. Mfg. Co., Davenport, Iowa.—Ed.

\* \* \*

#### Lightning Rods

J. E. Scriven & Sons, Tilbury, Ont.—Please let us know the names of manufacturers of lightning rods, fixtures, etc.

Universal Lightning Rod Co., Hespeler, Ont.—Ed.

\* \* \*

#### Scrap Brass and Copper

A. Koenig, Paris, Ont.—Please give names of firms in a position to purchase scrap brass.

Scrap metals may be sold to Canada Metal Co., Toronto; E. Pullan & Sons, Toronto; Frankel Bros., Toronto; J. R. Walker & Co., Montreal.—Ed.

#### Hercules Sash Cord.

Nelson Hardware Co., Nelson, B.C.—Please give name of manufacturer of Hercules Sash Cord.

This cord is made by the Hamilton Cotton Co., Hamilton, Ont.—Ed.

\* \* \*

#### Bands for Boxes

Sumner Co., Moncton, N.B.—Please advise where we can procure bands for ammunition boxes.

J. E. Beauchamp & Co., Constantine Building, Montreal.—Ed.

\* \* \*

#### Baldwin Acetylene Lamp

Dixon Sporting Goods Co., Hamilton, Ont.—Please supply name of the manufacturer of the Baldwin Acetylene Lamp.



#### CYCLE SKATE AND TRAFFIC LAW

Hereafter motor cycle skates will be obliged to halt just like any other motor vehicle when a traffic policeman holds up his hand, and the explanation that a man is simply on a skate will be no excuse for his gliding up Broadway with the light out or without giving the horn. The motor cycle skate recently made its first appearance as a violator of the law when a young man was brought into court charged with going up Broadway with his license tag hanging from the side instead of the rear of his skate, as specified by the motor traffic regulations. The magistrate decided that as it was physically possible for the skate to carry its license tag in the rear, it would have to do so.

## Current Events as Shown in Photographs



CENTRE SPAN MOORED AND READY TO BE LIFTED FROM PONTOONS.





## Chinese Competition Grows

Merchants of Alberta Find That Orientals are Encroaching on Retail Field—They Offer Opposition That is Very Hard to Meet.

**EDITOR'S NOTE.**—*There has been unrest in some sections of the West arising out of the invasion of the retail field by Chinamen. The hard-working Mongolian is feeling that his old fields, the laundry and restaurant lines, are too cramping; he is going into storekeeping. As the question is becoming one of interest to the retailers of the West, the following article from a Western correspondent is reproduced.*

**I**N several districts of Alberta, there has been considerable discussion and agitation of late among the general store owners regarding Chinamen opening up throughout the country, and it is necessary that something be done very soon to cope with the situation, as the Chinese stores are increasing in numbers all the time, while the stores owned by white men are getting less. This matter is on the agenda for the next meeting of the Executive of the Alberta Retail Merchants' Association, and means will be discussed as to the best method of handling it.

It is a matter of common knowledge that a Chinaman can live much more cheaply than a white man in every respect—in food, clothes, and socially. Consequently, it does not require nearly so great a margin of profit to keep a Chinaman, as it does an ordinary retailer, and therefore he can sell at much lower prices. The public, especially the farmers around country towns, however patriotic, will buy where they can get their articles at the lowest price without regard to other considerations. The white man, therefore, is at a disadvantage, and loses trade. This is the reason given in several cases of assignment.

The situation must be faced squarely—and fairly. The Chinamen pay spot cash for their goods. They are good business men in that respect. But the soundness of their financial methods helps to establish the fact that they make profits. Despite the price cutting they resort to, they always have money to come and go on. Admittedly they make the retail business profitable. The question then, naturally arises, where does the money go? What do they do with their profits? Unquestionably, some of it goes back to China. Thousands of dollars leave Alberta alone, for China every year. This is one phase that must not be lost sight of.

The situation is not entirely a new one. Chinamen have been running stores in the country for years past. They have been treated the same as white men and no voice has been raised against them, but now the situation is assuming such proportions that the merchants in some districts do not feel that they can tolerate it any longer; and for this reason the R. M. A. is taking the question up. It is a very delicate matter to handle, and whatever is done must not be of a drastic nature but more along the lines of gradual adjustment of the situation. But that whatever is to be done must be started without any delay, is the urgent claim of merchants in some sections. They are feeling the pinch of this very difficult opposition.

As a rule, Chinamen will not conform to any local arrangements among the retailers as to the hours of closing, and so forth, and thereby cause a disruption of business. They keep open all hours of the day and night. This is very disturbing and unsatisfactory.

Their favorite plan of campaign is to

open a restaurant, put in a small counter and a few shelves just inside the door for groceries, etc. They then claim that, as a restaurant, they are entitled to keep open until any hour, and as retailers they are entitled to buy goods from the jobbers, and wholesalers. The jobbers and wholesalers claim that they cannot refuse to sell them. From this basis, they soon work more actively into the retail business, and gradually carry all lines, more or less.

### THE TALE OF THE SAFETY RAZORS.

**"S**OME months ago the tale of seven safety razors presented by a helpful Canadian, now in His Majesty's forces, to a hospital visitor, was told in these columns. Inspired by their adventures another Canadian—a Torontonion—collected far and near, a great case of safety razors and sent them to the same visitor, with the request that they be distributed without any red tape, wherever they would make men more comfortable.

The story of these razors cannot be finished for there are still some in the box, holding themselves in readiness for emergencies, but it may be of interest to know how widespread has been the good work of these necessary articles. They have shown, also, an Imperial spirit which is praiseworthy, for they have gone to the men in different parts of the world—English, Irish, Scotch, Canadians and Anzacs—and before their journeys are ended they may have found a South African soldier who would greet one with joy.

"The very first went to Salonica. A



widowed mother whose husband was also a brave soldier in the regular army. read a harrowing letter from an only son out there, who mourned all through a page for a razor. Therefore a razor went to him, and was followed to Salonica soon by another going to a soldier who welcomed it with joy. To his brother in France who wrote, "tell the giver I bless him every day," went another. Then came a sad letter from a Tommy who wrote, "I am the oldest and the poorest in our company. So many are well-to-do young fellows and I have so little, but I thought I ought to do my bit. Dear Lady if anyone could give me a razor, which I can't afford for myself I would feel better. Your affec. friend, Mr. Jones." P.S. "Made in England, What ho."

"The recipient handed the letter to the keeper of the razors whose fame had gone abroad, and at once a razor was sent to Mr. Jones. Next some Canadians were delicately approached, and admitted that they would welcome safety razors which were given. Then to the Canadian Red Cross Society went two parcels, one for visitors to give, and one for parcels to prisoners. These were received with warm gratitude.

"Soon the keeper of the razors consulted with a wounded Canadian friend of hers in a big hospital who said; "I haven't been able to get you the names of all the chaps who want them, because they are shy about it, but if you like to give me a parcel I'll see that the right ones get them, and I could do with one very well myself." Later he reported the names with the gratifying addition that they were "just right."

"By and by a convoy arrived at hospital from the fierce fighting, and the razors again offered their services to Canadians. One man was delighted for "I was shot in my right, and can't shave with an ordinary one, with this I can do fine all by myself." Another wrote, "It shaves simply great."

"Several Canadians who had lost their kits were delighted to have razors, and one boy who had said cautiously, "I can't say I am exactly needing one, but I could do with a razor well," wrote "It's just a lovely one."

"So one could go on, but there is one sad, sad incident connected with these admirable safety razors. One kind giver was in such a hurry to send his that he never noticed it bore the strange device, "Best German Make," and in consequence it reposes in a drawer by itself, fearing its fate if it went to a soldier."

The foregoing appeared in a recent issue of Toronto Saturday Night and

the razors referred to are those collected and forwarded to England by T. B. Lee, Toronto.

Upwards of 25,000 old or used razors were collected and forwarded for the use of troops at the front. Several

thousand safety razors were included in the shipments, and the safety razors are referred to in the article. When Mr. Lee issued a call for old or used razors the hardware trade of Canada responded nobly.

## Developments in Home Toy Industry



*New lines from Japan.*

WHETHER it is an outcome of the movement on the part of the Minister of Trade and Commerce to give impetus to the Toy Industry in Canada, though the holding of Toy fairs, and the promise of Government production to prevent the toy business from passing again into the hands of Germany, whether the movement started by the representatives of different women's club to assist made-in-Canada principle in regards to toys, whether the heads of the toy houses feel inclined to promote domestic industries, or whether it is the larger and more efficient production in this country—or whether all four causes combine to the one end, it is impossible to determine but the fact remains that Made-in-Canada toys hold a far higher place than ever they held before.

The Made-in-Canada dolls are especially worthy of mention. The cement composition of which they are made is practically unbreakable. A fully jointed doll with sleeping eye and natural hair is a very desirable toy. Glass eyes are not put in these sleeping dolls a celluloid eye is being used, the glass eye, which gives a more natural expression, is be-

ing used in the full jointed dolls with stationary eyes. Canadian manufacturers have also made a success of "baby" dolls, the expression on these dolls being very lifelike.

A constructed toy of wood in which the rods, wheels and spools are notched so that the models dovetail together in construction is proving a good seller. Alphabet blocks in neat boxes are also obtainable in Made-in-Canada toys.

Toy furniture, kindergarten sets, tin head drums, a self-propelling swing, iron banks, little flat irons which are made and sold in Canada at a better price than if imported, are other toys of domestic manufacture.

Hardwaremen who handle toys will find it well worth their while to watch the development of the toy industry in Canada.

### BUSINESS CHANGES

Botting & Campbell, Miami, Man., have succeeded W. H. Campbell in his hardware business.

R. J. Cutten, Olds, Alta. has sold his hardware store.



# NEW HARDWARE GOODS

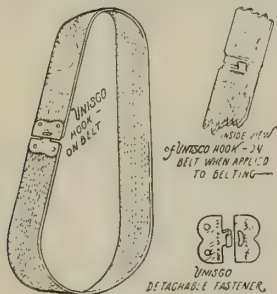
## OFFERED TO CANADIAN HARDWAREMEN

### STURDY SIFTER

Collins Mfg. Co., Toronto, offers the trade a new ash sifter called the "Sturdy Sifter." The sifter is made of expanded metal, and sheet iron. The edges are rigid, being double folded with sheet iron, making the edges very stiff. The handle is held with two nails. The sifters are tapered in order that they can be nested for shipping purposes. The makers state the chief feature of the new sifter is that it has a large sifting surface, both sides and ends being of expanded metal. The makers state that only a few strokes are necessary to sift a sifter-full of ashes.

### NEW BELT HOOK

The United Specialties Company, Cincinnati, O., are introducing their Unisco Improved Belt Hook. The hook is very easy to put on the belt, and if not put on perfectly straight, it will always



run true on the pulley, as the opening in the one half is so made to cause the hook part in the other half to ride as on a pivot, thereby keeping both ends true.

### ELECTRIC HEATER

The Metal Specialties Mfg. Co., Chicago, Ill., are placing on the market their Presto Electric Heater. It is designed to keep the engine of the automobile and the water in the radiator warm, in the coldest weather. The heater is built in oval shape, with twin heating elements extending the full length of the heater. The construction throughout is absolutely fireproof. It is covered with heavy perforated nickel, black japanned to prevent it from rusting, with nickel-plated ends. Ten feet of asbestos covered lamp cord is furnished with each heater.

### ACCORDION DOOR BUTT.

A butt especially designed for the accordion doors is offered to the trade for the first time by the Stanley Works, of New Britain, Connecticut. This style butt is offered both with and without ball bearing washers. The butt with the ball bearing washers is equipped with the Stanley patented non-rising butt pin.

When open, these accordion door butts have sufficient clearance to receive the combined thickness of the doors between the anchor door and the wall. These butts have a  $3\frac{1}{4}$  inch throw, and may be used on doors of any thickness. They are particularly adaptable wherever a large offset is desirable.

These butts are made in only one size,  $2\frac{3}{4}$  x 6 inch. They are packed with 1 inch by No. 10 screws, one pair in a box, and may be furnished in any standard Stanley finish.

### NEW DRINKING CUPS

Landers, Frary & Clark are placing on the market their new Vacuum Bottle, with nested Drinking Cups. In the cover of each pint vacuum bottle there is nested an extra cup which, together with the cover, makes two drinking cups for the pint size. The quart bottle has three extra cups in the cover, making four drinking cups in all for this size.

The American Aluminum Ware Co. are introducing their new nested cup. This makes a practical auto or tourist set, consisting of 5 cups in a case, measuring  $2\frac{1}{2}$  inches at the top by  $3\frac{1}{4}$  inches deep; cups,  $2\frac{1}{4}$  inches by  $2\frac{3}{4}$  inches deep.

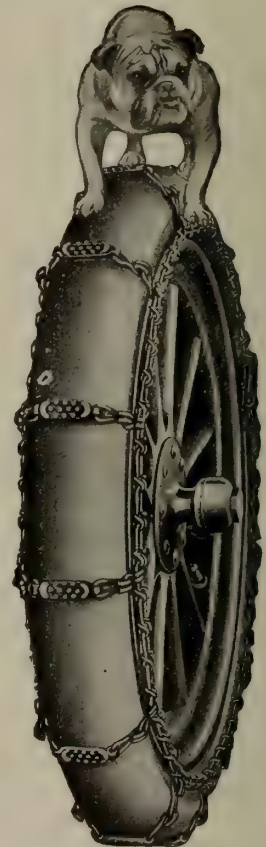
### PISTONS FOR FORD CARS

The Featherweight Piston Company, Pittsburg, Penn., are placing their Featherweight Lighter Than Aluminum Pistons for Ford cars. The important feature is the difference in weight, which is 8 lbs. less than the iron pistons now used. This 8 lbs. is unnecessary weight which is started and stopped every time the motor turns over. This means a tremendous loss of power, or an additional load on the piston pin, connecting rod and crank shaft bearings, which soon pounds them out, causing vibration which shakes and loosens the machines, necessitating repairs

much oftener than when Featherweight Pistons are used. By the use of these pistons there will be a material decrease in vibration, fuel consumption, carbon deposit and repair bills, and an increase in speed and flexibility.

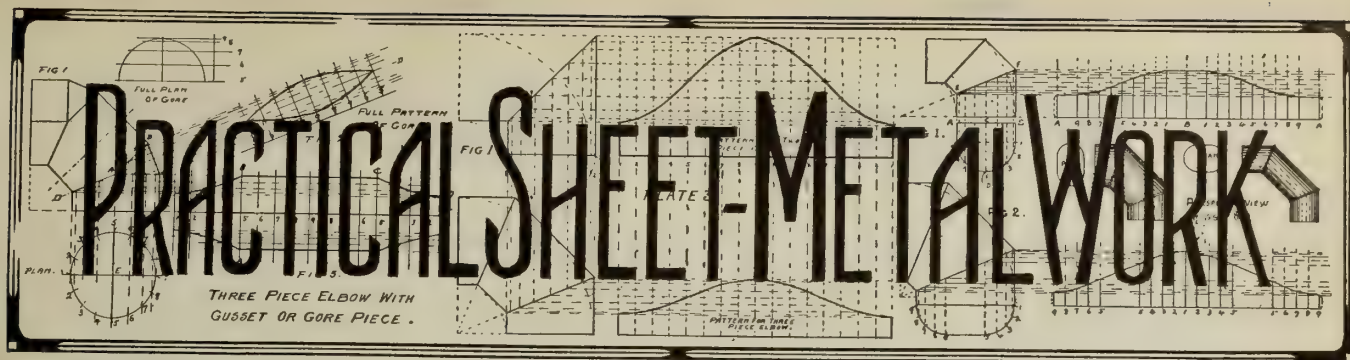
### BULL DOG ANTI-SKID CHAINS.

Fox Chain Co., Hamilton, has placed on the market the Bull Dog Anti-Skid Tire Chain. Several improved features are claimed for the new chains. They are said to be absolutely harmless to



the tires. They cannot roll or twist on the tire, thus making them absolutely non skid, the all solid steel links, the Bull-Dog grip makes them durable and efficient. The chain is non reversible, the smooth flat surface must always go next to the tire. The cross chain fits snugly to the tire surface from bead to bead of the rim, allowing no sharp edges to cut, wear or tear the rubber or fabric. The chains are made in all popular sizes. Prices and descriptive matter will be forwarded on request.





BY THOMAS STANFIELD

**I**N this article is shown how the patterns for a round to oblong offset are developed. There are several methods, more or less complicated, but the student will find this method very simple, and with fewer useless details to trouble him.

First of all, the elevation must be drawn to exact size, as shown in Fig. 1, and the usual method followed out for developing the large round piece and small oblong piece as is followed when developing the regular elbow patterns.

Possibly, however, some of our readers would be interested in having full and complete instructions. Therefore, the

next step to follow will be to draw the two lines A, B, C, D, E, F, which are part of the elevation, from these lines drop other lines at right angles with which to draw the two plans.

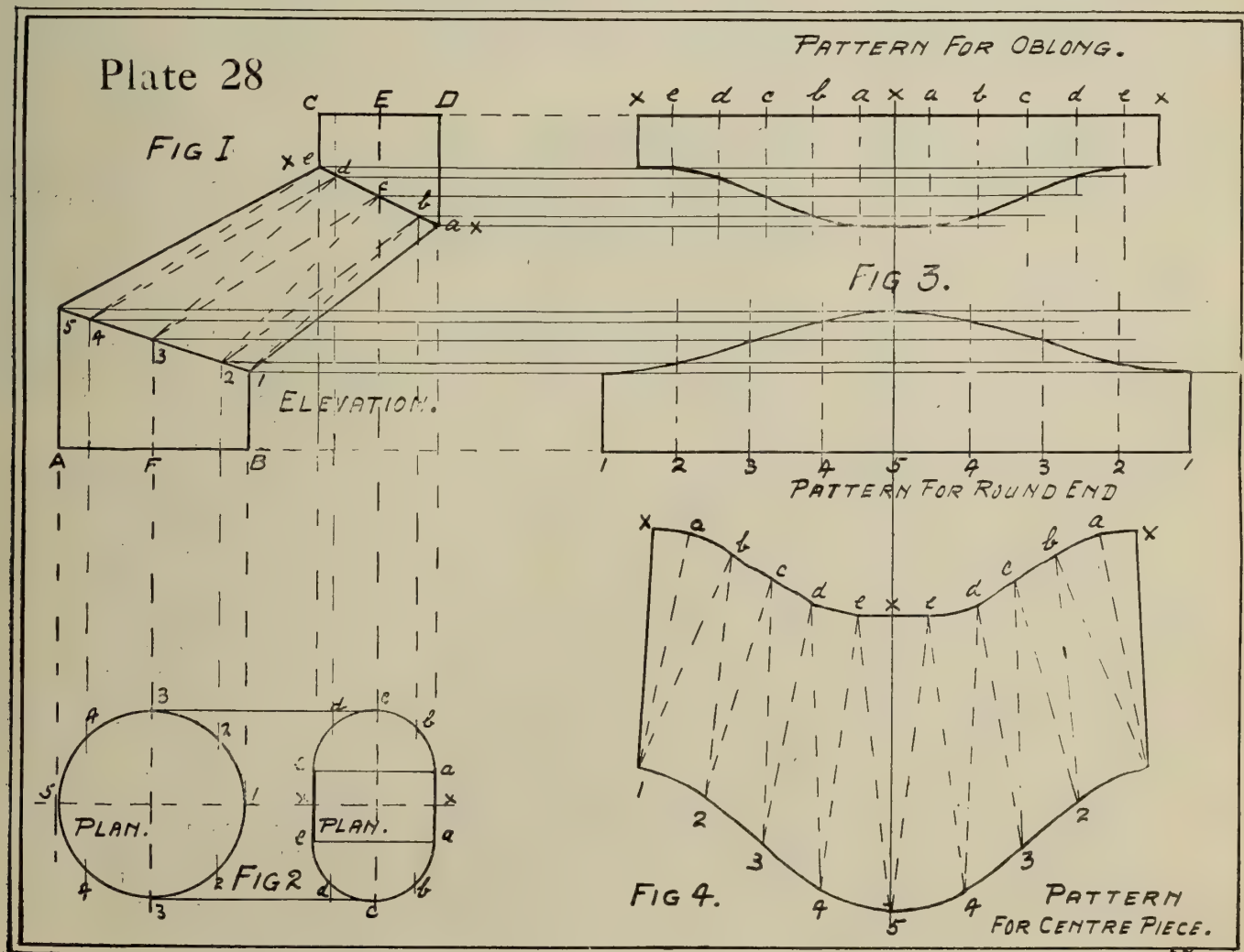
It would be complicating matters to attempt to draw plan of centre piece, and as it is really not necessary we will proceed with the patterns.

Divide the plans (Fig. 2) off as shown at 1, 2, 3, 4, 5, for the round large end and a, b, c, d, e and x in oblong plan. It will be seen in the latter plan that between e, x, e and a, x, a are two straight portions, the rest of the plan is two true half circles.

From x, a, b, c, d, e and 1, 2, 3, 4, 5 must be drawn a number of straight lines parallel to each other as shown from the mitre lines in Fig. 2 to Fig. 3, and extend the solid lines C, E, D and A, F, B, the two latter lines being base lines for patterns of oblong top and round bottom pieces.

Now transfer the various measurements which are shown and marked off in the two plans Fig. 2, beginning at X in the centre of Fig. 3, and working to each side. Where these measurements intersect the horizontal lines, draw cur-

(Continued on page 44.)





# WHAT OTHER PAPERS SAY

## FOREIGN BRASS ORDERS

(From *American Metal Market*.)

It is stated that 30,000 tons of brass goods have been bought from American manufacturers since the first of September for shipment abroad. The contracts call for shipments of rods and discs to be turned into fuses and other parts as soon as received in the munitions factories of Great Britain, France and their allies. This business was placed with the brass mills by New York bankers acting for the foreign governments. As a result of this record-breaking business some of the mills have booked capacity for some months to come.

## THE PRICE OF COAL

(From *Hartford, Conn., Courant*.)

If there is one thing more than another which the average resident of this city cannot fathom it is the plan by which the price of coal is fixed. Experience has shown that it has generally advanced in price a day or two before the householder essays to buy a ton or so. The standard grades of anthracite sell here, unless they advanced yesterday, at \$8.60 a ton. At the same time the same grades of coal sold, or are selling, in Middletown, at \$7.85 a ton. This would indicate that considerable difficulty is experienced in getting coal from Middletown to Hartford but, after having reached this conclusion one comes across the fact that Lehigh coal is selling in Quebec this fall at \$8.25 a ton.

This coal goes by way of Lake Champlain and the Richelieu River, and though its destination is considerably north of Connecticut, it sells at a lower price than in Hartford. A great many years ago Agur said that three things were too wonderful for him, and there were four which he knew not. In these days he might have added a fifth.

## DEEP FINANCIAL SCARS

(From *Philadelphia Public Ledger*.)

The war is breaking precedents in every direction. In its financial aspects it is quite as revolutionary as in its military aspects, where such novel agencies as submarines, Zeppelins, aeroplanes, sub-cellar trenches and ultra-high explosives are dominating factors. The cost of this war is beyond all comparisons. No financier three years ago would have deemed it possible for England, France, Russia and Germany to raise the billions in loans which they have already raised, with still more to come. The methods employed both for raising loans and for safeguarding them are just as new as the use of the wireless and aeroplane. The latest evidence of this is the mobilization of the gold reserves of the four leading nations of the Allied Powers. They have pooled more than two billions of gold held in the four great banks of England, France, Russia and Italy, and this consolidated mass of yellow metal, which is by far the greatest ever wielded by a single Power, will be employed by England as a colossal weapon for establishing and maintaining foreign credits.

## INTERNATIONAL GAME LAWS

(From the *Sporting Goods Dealer*.)

Wise men sometimes do unheard of things. For instance, the Secretary of State and the British Ambassador have signed a treaty in Washington covering the conservation of "all migratory birds which pass back and forth

between the United States and Canada." This, no doubt, is intended to win the battle of those who seek to eliminate the spring shooting of game birds. No law will ever be enforced that is not popular with the people affected. The MacLean Law is not only unpopular, but in all probability it will be held to be unconstitutional. Foreseeing this, the proponents of the law call upon Canada for her assistance in compelling the people of the United States to do something which their own laws cannot do. When they see they are infringing State rights and have no hope of being upheld by the courts, they involve international law.

What will happen in the event of the ratification of this law? Supposing some sportsman kills a wild duck in the spring? Will it be possible to show that this duck was in the habit of making its summer home in Canada and its winter home in the United States? And will this have to be proven before it can be claimed that the treaty has been broken?

Isn't it quite probable that the individual states are capable of handling the situation? And isn't a wild duck or wild goose just as much the property of the State of Missouri, or Illinois, or Iowa, or any other state when within its borders, as it is of Canada when within the borders of Canada? It looks as if the same individual in New York who has no interest in the people or the game along the Mississippi Valley, is trying to dictate what the people of the Mississippi Valley shall and shall not do.

## COUPON SCHEMES NOT GOOD MERCHANDIZING

(From *American Artisan*.)

One of the leading coupon and trading stamp companies bases its argument for these misnamed "trade stimulants" on the fact that in the old days of the French regime in New Orleans the merchants there gave presents to the servants who did the buying for their masters. The present was given to these persons, who usually were slaves, in order to induce them to come back and trade in the same store when they were sent out to buy other merchandise. It was nothing more or less than a bribe.

While, of course, the giving of trading stamps and coupons to-day is done in a different manner, and these so-called "profit-sharing" devices are given to the actual purchaser nowadays and not to the servant, there is this to consider that they are given promiscuously and with little or no regard as to whether the person who receives the coupons or stamps is ever coming back.

In fact, the trading stamp and coupon companies have practically no interest in the question as to whether the coupons are redeemed or not, but rather are interested in having as few of them redeemed as possible.

The conditions under which most of the trading stamp and coupon companies are operating are altogether against the interests of the retailer, because he must pay a certain price for the stamps that he gives out, while the company only has to pay for the merchandise that is used to redeem the stamps or coupons that are presented for redemption.

Another feature which has been emphasized at previous times by *American Artisan and Hardware Record* is that, while the retailer is supposed to give stamps or coupons with every purchase made for every multiple of five or ten cents spent by customers in his store, the cost of these coupons or stamps can really not

legitimately be charged against anything but the new business resulting from these so-called "tokens of profit sharing."

For instance, a favorite argument of the promoter of these schemes is that by giving trading stamps or coupons the retailer can increase his business at least 10 per cent. Keeping in mind that this is an additional expense, and supposing that the retailer this year will do \$30,000 worth of business, and that by using this so-called "profit sharing" scheme he can increase his business ten per cent. during 1917, he will gain in sales \$3,000, and he will have given out stamps or coupons representing \$33,000. These stamps cost him not less than \$3.50 a thousand of the ten cent denomination, or a total of \$1,155, thus making his additional cost of selling the \$3,000 increase \$1,155, so that figuring his gross profit of 33 1-3 per cent. of his sales he has to pay out \$3,155 and has only taken in \$3,000. In other words, he is \$155 out on the deal, besides having had the trouble of handling the stamps and selling the \$3,000 worth of merchandise.

## PRACTICAL SHEET METAL WORK

(Continued from page 42.)

ved lines as shown which will complete the oblong piece.

Follow out the same instructions when developing pattern for large end. The only difference being that each section is equal of which there are only eight in the large round end, whereas in the case of the oblong piece there are twelve sections, viz., eight to complete each semi-circle of the oblong and four to form the flat portion.

The next step will now be the developing of the pattern for the centre piece in Fig. 1, as shown at x, a, b, c, d, e, x, and 1, 2, 3, 4, 5 and erect a number of triangular lines by connecting to 4, 4 to d, d to 3, 3 to e, e to 2, 2 to b and b to 1.

Now turn to Fig. 4. Erect a vertical line as shown at x 5 and transfer the triangular measurements as shown by opening up compass placing point at 5, in Fig. 1 to point x e, this indicates that the same measurement must be repeated to form the oblong portion on pattern. Next transfer measurements in turn from e, 4, Fig. 1 to e, 4, Fig. 3, intersecting the letters a, b, c, d, e, by the corresponding measurements in the semi-circles on the plans as well as intersecting the figures 1, 2, 3, 4, 5. It will be noted that each triangle with its respective letters and figures is the same measurement as in Fig. 1.

In all three patterns there must be an allowance for seams or laps.

(Continued in Next Issue.)



# WEEKLY HARDWARE MARKET REPORTS

## STATEMENTS FROM BUYING CENTRES

### THE MARKETS AT A GLANCE

Of the many important price changes this week the advance in the price of liquid paint is probably the most far-reaching. All white paints have advanced 20c per gallon, and colors 10c per gallon. The lines affected are inside and outside ready-mixed paint, floor paints and wall paints. Changes will undoubtedly have to be made in the prices of sundries as well. The advance in price was inevitable owing to the scarcity and increased cost of raw materials, labor, containers, etc. Unless costs of materials recede in the near future, further advances may be looked for by the first of the New Year. Other hardware lines which have advanced this week are harvest tools, hay knives, scythes, sash cord, reaping hooks, axes, wrapping twine, cotton rope, pig lead. The demand for steel is as insistent as ever and the movement is gaining in momentum. Producers are now concerned with delivery problems rather than with new transactions. Canadian manufacturers of hardware lines have all the business they can handle. Many are handicapped by a scarcity of labor and raw materials. Further advances are not improbable in wire nails, boiler tubes and plates and wood screws. Collections generally are very satisfactory. Paint manufacturers have announced new terms effective October 1. The terms will be 2%, 15 days or 60 net. Those formerly in effect were 2%, 30 days or 90 days net. The advent of cooler weather has stimulated the demand for stoves and accessories, glass and all lines of fall hardware.

### MONTREAL.

**M**ONTREAL, Sept. 20.—Metals generally are in a very firm condition of market, and the hardware trade is experiencing as a result the natural increase in prices for steel products. Axes go fifty cents higher per doz. this week, and steel scythe blades follow suit with brisk demand opening for both these lines. Skates are scarce and labor to help the manufacturers fill the deficiency is scarce also. Of course there is not a German skate left on the market nowadays. Hay baling wire is very hard to get, owing to the labor situation as much as owing to the material difficulty and perhaps more. All metal manufactures are troubled with labor shortage, the munitions industries taking most of the skilled labor available. Builders' hardware appears to be in slow demand again after slight tendency to activity last week when a rise in price was expected. This rise has not materialised as yet in Montreal except in certain lines. More and more, and especially in the West, hardware men are taking up the automobile accessory business in place of the builders hardware line, and one large Montreal firm made sweeping innovations in this way lately. Farmers

appear to have money. The demand for cow chains is very brisk for the season. All seasonable lines are in fair to brisk demand. Cotton ropes and twines show firmer prices this week, also roofing asphalt because of fabric price increase.

### Iron and Steel Upward Tendency.

Always the tendency to advance is experienced in the markets for iron and steel. While the building trade is not active in the sense of before war activity, nevertheless steel manufacturers have more demand for structural steel than can easily be met, and munitions making industries devour the metal fast. The steel market is firm and stationary at present, but indications are all towards further increases in price. The market for all metals may be described as firm, and rising to firmer. Prices are shown in current market quotations.

### Copper Again Rises.

In active demand copper experienced another increase, and the market for this metal is very firm. Prices quoted are well in advance of last week's the figures being 31½ cents to 32 cents as against last week's 30 cents to 30½ cents. Enquiry was for copper in considerable quantities.

### Tin Remains Firm.

At last week's prices of 45 cents to 45½ cents tin remained firm on the market, and showed tendencies upwards. Demand is maintained for the metal.

### Lead Increased in Price.

A very evident firmness is apparent in the lead market. Lead increased in price from last week's quotations of \$9.25 to \$9.50 to the figures \$9.50 to \$9.75, and was in good demand. Antimony on the other hand weakened in demand, and is not very strong on the market.

### Sheet Zinc and Spelter.

Sheet zinc prices remained as last week at 30 cents to 30½ cents. Spelter is slightly stronger on the market, though this week's quotations of 16 to 16½ cents seem to indicate a decline from last week's 18-18¼c. Last week's quotations erred on the high side as the market experience proved during the week. But spelter is in a firm market at present, and demand brisk.

### Solder Quiet and Steady.

Solder, both tinsmith's and wiping solder found their market quiet, and prices for solder were as last week's tinsmith's 30 cents and wiping solder 27 cents.

### Hay Wire Hard to Get.

In line with all the wire products, hay wire for baling is likely according to information, to see a rise in price. The difficulty of securing labor to manufacture this product is said to be causing quite serious trouble in making deliveries. The material for making it is also more costly, but many manufacturers find themselves in the position of having the material yet not being able to produce the output.

### Tin Plate and Tinned Iron Short.

A distinct shortage is experienced of tinned iron and tin plate this feature reflecting itself in the canning industry. The demand for these materials is great and the supply scanty. Prices as found in current market quotations give the market position of these products which have not altered in price from last week though demand is brisk and supply short.

### Pipe Supply Scanty.

Shortage has also been experienced as regards iron pipe in the larger sizes from 3 in. upwards both black and gal-



vanized, and in the lapweld pipe list in current quotations price changes will be found this week. Black pipes alone have altered in price though the supply of galvanized pipe is also small.

#### Black Sheets Very Firm.

Changes in price were reported for black sheets in Montreal last week. These prices maintain formerly the lower prices quoted last week being practically all superseded in favor of the higher quotations made, or prices between the lower and the higher. It will be remembered that the variations last week were believed to be due to variations in quantities in stock of the various gauges. Prices are given in current quotations as quoted this week.

#### Axes Higher Priced.

Owing to the steel market situation and to the shortage of labor for manufacture of steel products axes have gone up by 50 cents per dozen, on practically all lines. The increase of fifty cents it is whispered in the trade, is perhaps only fifty per cent. of the real and rapidly arriving increase on axes which is expected to be one dollar per dozen. There is a considerable demand for axes at present owing to lumbering activity and the evident desire of dealers to secure stocks in case price goes still higher.

#### Steel Scythes Up.

In line with the steel market's evident inclinations towards great firmness for the future, the prices of steel scythe blades have been advanced 50 cents per doz. in all lines. Orders for the business of next year are already being rapidly booked, and the supplies are none too plentiful with manufacturers hard put to it as regards labor.

#### Scythe Snaths Also Up.

A very considerable reduction of discount has been made in the market for scythe snaths. These are now only 20 per cent. off list instead of the previous 35 per cent. Demand for these is in accordance with demand for the scythe blades, fairly brisk.

#### Asphalt Roofing Increased.

Mainly it is thought, because of the increased cost of fabric asphalt roofing is up in price in Montreal this week. A ten cent to twenty cent increase is noted prices being now:

Asphalt roofing, 1 ply, \$1.55; 2 ply, \$1.95; 3 ply, \$2.35.

#### Cotton Ropes Up In Price.

Cotton rope in line with all cotton products has risen in price. Cotton rope is one cent per lb. dearer this week that is 31 cents instead of 30 cents. New prices are also quoted for cotton clothes line as follows:

Cotton Clothes Line, Per doz.—30 feet,

\$1.10; 40 feet, \$1.35; 48 feet, \$1.60; 60 feet, \$2.10; 72 feet, \$2.55.

#### Mason's Lines Cost More.

In common with other cotton products mason's lines have increased in price this week. The new quotations for these are as under showing an advance of two cents per lb.

Masons' lines, per lb.—No. 27, 39 cents, No. 45, 39 cents.

#### Builders' Hardware Steady

With a slackened demand locally builders hardware has not yet experienced the general rise expected. Beyond the increases in price of saws and planes mentioned last week builder's hardware remains at its former prices as quoted in current quotations though the United States and Ontario have advanced these goods by ten per cent.

#### TORONTO

**T**ORONTO, Sept. 21.—Prices of various hardware lines continue to advance, and this week another heavy budget of changes is announced. Practically all changes are in the form of advances. One of the most important is on liquid paints. The details are given in the weekly paint market report elsewhere in this issue.

Among other lines on which advances have taken place are cotton twine, scythes, sickles, snaths, sash cord, hay knives, reaping hooks, harvest tools, pig lead, and other lines.

Further advances are expected on boiler tubes and plates.

Further advances are not improbable on wire nails, spades and shovels, and wood screws. The labor shortage, as well as the shortage of raw materials, is causing manufacturers considerable concern. Practically all Canadian hardware manufacturers have all the business they can handle.

#### Scythe Snaths Advanced

Scythe snaths have advanced, and the new discount is now 20 per cent. off list.

#### Hay Knives Higher

An advance of 50c dozen has gone into effect on hay knives. The new prices are as follows:—Spearpoint, \$10 doz.; Lightning, \$8.50; Heaths, \$8.50 doz.

#### Reaping Hooks Advanced

An advance of 25c dozen has been announced on reaping hooks and the prices now in effect are as follows:—Canadian, No. 2, \$2.40 doz.; No. 3, \$2.50 doz.; No. 4, \$2.60 doz.; No. 5, \$2.80 doz.; Little Grant, \$4.40 doz.

#### Sash Cord Up 3c

Hercules sash cord has advanced 3c lb., and is now quoted as follows:—No. 6, 38c lb.; No. 7, 37c lb.; Nos. 8 to 12, 36½c lb.

#### Harvest Tools Advance

Harvest tools for 1917 shipment will

be higher in price, and the new discounts just announced locally are as follows:—Manufacturers' brands, 40 per cent.; Waverley, 40 per cent.; Samson, 30-7½ per cent.

#### Scythes Up 50c Doz.

An advance of 50c per dozen has gone into effect on scythes, and the new prices per doz. follow:—Cast steel, \$8.50; Golden Clipper, \$9.50; Cradle, \$11.50; Samson, \$10.50; Little Grant (Canadian), \$10.50; Little Grant (American), \$12 doz. net.

#### Wrapping Twine Higher

Cotton wrapping twine has advanced. Three-ply is now quoted at 34c and 35c lb.; 4-ply at 37c to 39c lb.

#### Spades and Shovels Up in U. S.

American makers of spades and shovels have advanced prices 10 per cent. No announcement of advances have been made by Canadian makers, but if precedents count for anything, an advance here is not improbable. Present discounts are shown in current market quotations.

#### Wire Products Firmer Than Ever

Although no change has taken place of late in wire nails, the market is very firm. The difference in price between the present cost of wire rods and the cost of wire nails is so slight that should a further advance in wire nails take place it would not come as a surprise to those following the market. Wire nails are still quoted locally at \$3.80 base. Cut nails remain at 3.40 base.

All other wire products remain firm. There is an insistent demand for wire rods, and there are no signs of a let-up.

The U. S. market on wood screws is decidedly firm. There is a possibility of an advance taking place here.

#### Labor Shortage Serious

The labor situation is still a serious one, and manufacturers are having a great deal of trouble in securing competent help. All manufacturers are busy, and have more orders on hand than they can fill.

#### Iron and Steel in Demand

The demand for iron and steel is as insistent as ever. The present heavy movement is gaining in momentum, and will probably continue to do so throughout the coming winter. Delivery problems are causing the greatest concern at present. New transactions are of secondary importance. With the advent of cooler weather, production has been considerably increased. Prices, always, of course, subject to sudden changes under present conditions, are shown in current market quotations.

#### Lead Up 1c

Lead is one of the metals that is extremely hard to understand. It is always subject to manipulation, and declines and advances frequently. The



market locally has advanced 1c per pound, following strength and advanced prices in the primary markets. The local quotation is now 9½c lb.

#### Copper Firm

Copper is unchanged and firm, although the local demand is not as heavy as might be expected under present conditions. Sales of brass turnings and scrap, etc., are affecting the sale of copper locally. Ruling quotations is 30c.

#### Spelter in Better Demand

Spelter is in better demand, and quotations are easier at 12c lb.

#### Tin Remains Steady

Tin remains steady locally and unchanged in price. In the primary market there has been a slight advance in price, although the demand has slackened off somewhat. Locally the price is 44c lb.

#### Antimony Featureless

Antimony is unchanged and featureless, and is quoted at 18c per pound. Aluminum is unchanged at 68c.

The metal market is one that cannot be fathomed, and even the best authorities will not attempt to predict what might happen a week hence.

#### Prices Firm at Recent Advances

Prices hold firm in the lines which advanced last week, and were shown in last week's report. Among the lines affected, and on which prices were shown, are pipe, builders' hardware, hasps and staples, planes, lamp chimneys and other lines.

#### LONDON

LONDON, Sept. 21.—Further price changes of an important character are recorded this week, some of the changes follow those reported in the Toronto and Montreal market reports shown in last week's issue of **HARDWARE AND METAL**. Deliveries on many lines of hardware are still very slow and are causing inconvenience. The advent of cold weather has stimulated the demand for stoves, stove boards, stove pipes, coal hods, etc. Collections are good, and business generally is very satisfactory.

#### Pumps Advanced

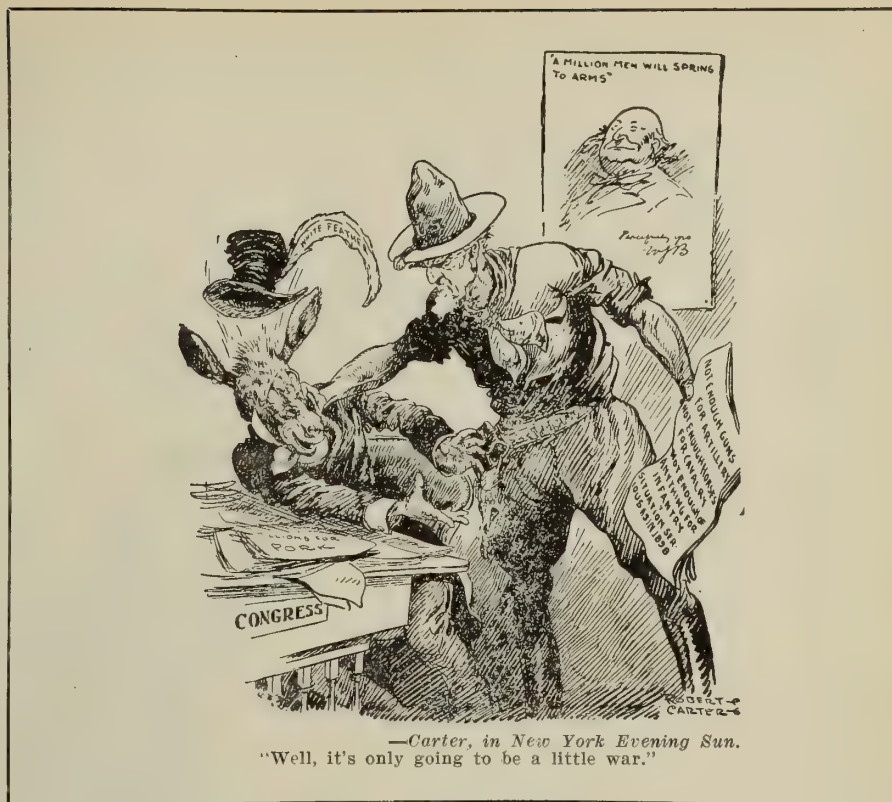
Pumps have advanced from 10 to 20 per cent. and the price on common cistern pumps, pitcher or closed spouts are as follows:—No. 1, \$1.56 each; No. 2, \$1.74 each; No. 3, \$1.92 each; No. 4, \$2.28 each.

#### Sash Cord Up 3c.

Sash cord has advanced 3c per pound, and is now quoted at 36½c for No's 8 to 12; 38c lb. for No. 6; 37c lb. for No. 7.

#### Cotton Twine Higher.

An advance has gone into effect on cotton twine making the price for 3 ply, 34c lb., and 4 ply, 37c lb.



—Carter, in New York Evening Sun.  
"Well, it's only going to be a little war."

#### Paints Up 10 to 20c.

An important advance has taken place on ready mixed paints. The advances range from 10 to 20c per gallon, complete details are given in the paint department and paint market reports in this issue.

#### Scythes and Reaping Hooks Advance

Scythes and reaping hooks for present or spring hooking have advanced and are now quoted as follows:—

Scythes, per doz.: Cast steel, \$8.50; Clipper, \$9.50; Clipper concave, \$10; Excelsior concave, \$10.50; double beaded, \$10; cutlery steel, \$12.50 bush, \$9.25; cast steel cradle, \$11.50.  
Canadian Reaping Hooks, per dozen: No. 2, \$2.40; No. 3, \$2.50; No. 4, \$2.60; No. 5, \$2.80; Little Giant, \$4.40.

Fox reaping hooks have advanced and are now quoted as follows: No. 2, \$3.25 doz.; No. 3, \$3.70 doz.; No. 4, \$4.00 doz.

#### Hay Knives Higher.

Hay knives have advanced in price and quotations now in effect are as follows:—Lightning, \$8.50 doz.; Heath's, \$8.50 doz.; Spear point, tee handle, \$10 doz.; Spear point L. handle, \$10 doz.

#### Harvest Tools at 40 Per Cent.

Orders are being solicited for present spring booking on harvest tools at 40 per cent. off list.

#### Lamp Chimneys Up.

A new higher price has been issued on lamp chimneys and the new prices are as follows:—

No. 0, \$4.25 case of 8 doz.; No. A, \$5.25 case of 8 doz.; No. B, \$5 case of 6 doz. No charge for cases. Rochester lamp chimneys, No. 2, 90c; electric slim, No. 2, 90c.

#### Black Pipe Up.

Following the advance reported at other points in last week's issue, black iron pipe has advanced. Galvanized pipe remains unchanged, New prices are given in current market quotations.

#### Rings and Snaps Up.

Harness rings and snaps have all advanced and show increases ranging from 25 to 40 per cent.

#### Knobs and Locks Higher.

New Prices have been issued on knobs and locks as follows:—Rim locks No. 600, \$1.65 doz.; jet and porcelain rim and mortice knobs, \$1.35 doz.

Peterboro Lock Co. goods composed of steel and iron are now quoted at 35-10 per cent. Peterboro Lock Co. goods composed wholly or partly of brass or bronze 40 per cent.

#### Fence Wire Nails.

All wire products are firm and unchanged. Nails remain at \$3.80 base for wire, and \$3.40 base for cut. Fence wire is quoted per 100 lbs. as follows:—

Barb, \$4.25; No. 9 plain galv., \$3.90; No. 12, \$4.05; No. 13, \$4.15; No. 9 coil spring, \$3.95; No. 10 O. and A., \$4.41; No. 11, \$4.40; No. 12, \$4.55.

#### White Lead and Oils Etc.

There is a fair demand for linseed oil. Quotations are unchanged as follows:—

1 to 2 bbls., \$3c per gal., \$6c per gal.; 3 to 5 bbls., \$2c per gal., \$5c per gal.; 6 to 9 bbls., \$1c per gal., \$4c per gal.

Turpentine remains at 71c per Imperial gallon in single barrel lots; 70c in 2 to 4 barrel lots; 78c in 5 gal. lots.

The demand for white lead in oil is light at present. Pure lead is quoted



generally at \$13.75 per 100 lbs. in ton lots and \$14.05 in less than tons.

#### Glass Moving.

There is a fairly good movement in glass. The discounts as announced last week are as follows:—single diamond, 20 per cent.; double diamond, 20 per cent.; cut lights, 50-5 per cent. Putty remains unchanged at the following prices:—

Standard 100-lb. drums, \$3 per 100 lbs.; Standard 25-lb. drums, \$3.10 per 100 lbs.; Pure, 100-lb. drums, \$3.70 per 100 lbs.; Pure, 25-lb. drums, \$3.80 per 100 lbs.

#### Cotton Rope Higher.

Cotton rope has advanced 2 cents per pound and 3-16 is now quoted at 31c lb.;  $\frac{1}{4}$  in. and larger at 30c lb.

Other ropes remain unchanged at the following prices:—Pure Manila, 22 $\frac{1}{2}$ c base; British Manila, 18c base; African hemp, 18c base; Sisal, 15c base.

#### WINNIPEG

**W**INNIPEG, Sept. 21, 1916.—Business for the first half of the month has been up to expectations, and that means that jobbers are being kept very busy taking care of the retailers' needs. Reports of total crop failures, circulated a month or more ago, did not have the effect of putting any decided crimp in the amount of business being handled. There is no doubt, of course, but that some districts in Manitoba have suffered severely, and from these afflicted territories the volume of business has decreased. However, Saskatchewan and Alberta, generally speaking, are doing well, and altogether the business being handled is quite satisfactory.

#### Price Changes

Two important changes are recorded this week in Winnipeg quotations, the decline on linseed oil being expected for some time, while the other is an advance on wrought iron pipe.

The market on linseed oil is extremely easy just now, and the tendency is for even lower prices than those recorded below. Demand is only fair, but prospects for good business in this line seem bright. Quotations being made to-day follow:

Boiled . . . . . 98c per gal.  
Raw . . . . . 95c " "

#### Iron Pipe Higher

The shortage of supplies is given as the main reason for the advance recorded in the price of black iron pipe. The prices applying to galvanized have been revised, some sizes advancing and others being reduced. It would appear as though manufacturers were establishing a new working basis on which to quote the galvanized wrought pipe. To-day's prices are as follows:—

	Black Per 100 feet.	Galvanized Per 100 feet.
$\frac{3}{4}$ .....	\$ 3 78	\$ 6 25
$\frac{3}{8}$ .....	2 87	6 35
$\frac{1}{2}$ .....	4 95	6 70
$\frac{3}{4}$ .....	6 04	8 25
1 .....	9 00	12 45
$1\frac{1}{4}$ .....	12 06	16 50
$1\frac{1}{2}$ .....	14 49	20 00
2 .....	19 44	27 20
$2\frac{1}{2}$ .....	30 70	43 05
3 .....	40 14	56 30
$3\frac{1}{2}$ .....	48 33	...
4 .....	57 25	...
$4\frac{1}{2}$ .....	71 73	...
5 .....	83 61	...
6 .....	108 45	...

their present basis of \$4.25 per 100 lbs. base, Winnipeg, and \$3.85 at Fort William. Cut nails remain unchanged at \$4.20 per 100 lbs. base. Further advances are expected in the price of nails, so the present basis should look good to intending purchasers. Latest advices indicate that the steel market shows exceptional strength. Deliveries are slowing up and prices on the incline. Exceptional demand does not indicate any possibility of a decline in price for an indefinite period.



—Carter, in New York Evening Sun.  
The Kaiser: "Ach! I guess what you're thinking; only look out!"

#### Solder Lower

Solder, which has been quoted at a high figure for some time, has declined in price, and new quotations are being made on the basis of 30c per lb. full cases; 31c per lb. less than case.

#### Rope Prices Revised

A revision has also gone into effect on cotton rope. This constitutes an advance in price of 1 $\frac{1}{2}$ c per lb., making to-day's quotations read: 3-16 in., 32 $\frac{1}{2}$ c per lb.;  $\frac{1}{4}$  in. and over, 31 $\frac{1}{2}$ c per lb.

#### Stove Pipes Higher

Another line to advance is stove pipes. New prices are as follows:—Riveted—6 in., \$10.20 per 100 lengths; 7 in., \$11 per 100 lengths. Ready to rivet—6 in., \$10.20 per 100 lengths; 7 in., \$11 per 100 lengths.

#### Building Paper Higher

In spite of advances recorded in building paper, nails, etc., the demand throughout the year has been extremely good. Building paper prices advanced again last week, but nails hold firm on

#### WEEKLY PAINT MARKETS

(Continued from page 54.)

ness and advances in the pig lead market. Locally quotations on pure white lead in oil are \$13.45 per 100 lbs.; in ton lots, \$13.75 per 100 lbs. in less than ton lots. Concessions are offered occasionally by some jobbers who have heavy stocks on hand.

#### Glass Trade Improving

The advent of colder weather has created a better demand for window glass. Fairly large quantities are being sold for repair work. The demand for glass for new buildings is poor when compared with some previous years.

#### Putty in Demand

With the advent of fall and an increased call for glass, there has been a better demand for putty. There has been a tendency toward higher prices on account of the scarcity and high price of whiting. However, the demand has been rather light, and no change has taken place. Prices are given in the current market quotations.



## The Eaton Paint Case Dismissed

**I**N the charge of misrepresentation made against the T. Eaton Co. by the Retail Merchants' Association, hearing was obtained on the 14th September, after many adjournments recorded from time to time in the columns of **HARDWARE AND METAL**. The case was continued on the 15th, when it was dismissed by the magistrate.

The complainants sought to show that this was a case of false advertising. Morris Phillips, a retailer of Toronto, had bought some inside and outside white paint, said, in the words of defendants' advertisement, to contain "only pure lead, pure zinc, pure dry colors, and pure linseed oil."

Sidney J. Cook, Government analyst, from the Inland Revenue Department at Ottawa, gave evidence. Dealing first with the outside white paint in question, he said that, by his analysis, it contained 1.6 per cent. of basic lead carbonate; 3.57 per cent. of lead sulphate; calcium sulphate, 7.25 per cent. (He defined the pigment as being 62 per cent. of the paint and the vehicle 37.8 per cent.) The basic lead carbonate was only .99 per cent. of entire paint. The linseed oil, i.e., the vehicle part of the paint, by these five tests referred to, was not pure, but contained extraneous matter. Pure linseed oil turned out to be, according to witness, only 8 per cent. of vehicle.

Turning to analysis of inside white paint, witness said that only the pigment had been analysed. This was 60.6 per cent. of whole paint. The basic lead carbonate, he proved, was only 1.06 per cent. of whole paint. He gave the contents of the pigment of the inside white paint as follows: Lead sulphate, 4.60 per cent.; lime, 2.43 per cent.; zinc sulphide, 12.62 per cent.; zinc oxide, 9.62 per cent.; barium sulphate, 36.50 per cent.; insoluble silicates, 27.27 per cent.; organic matter, 3.55 per cent.; undetermined 1.66 per cent. Pure lead and pure zinc were together only 17.95 per cent. of pigment, witness said.

There was, said witness, 32 per cent. inert pigment proved after advertised constituents were provided for, according to witness's analysis.

L. C. Carmick, analyst, Washington, who gave evidence, declared that his analysis led him to believe that the paint could not be made by any manufacturer allowing a 10 per cent. profit, and sold under 64 or 65 per cent. The tins in question were sold at 33c. This paint he declared to be a "typical example of standard inside and outside paints." He told the magistrate that the paint contained all that a first-class

paint should contain. In his opinion there was not a false statement in the advertisement.

The advertisement writer, Mr. Dowseley, said that what he wrote had been meant to infer that the paint contained only pure ingredients, i.e., that the ingredients detailed in ad. were only pure.

The case was dismissed.

As far as **HARDWARE AND METAL** can learn the evidence in the case does not refer to the analysis of the original can of paint analysed by the Dominion analyst and referred to in the April 8 and 15 issues of **HARDWARE AND METAL**.

### METRIC SYSTEM IN DETAIL

Recently **HARDWARE AND METAL** had something to say along the line of the increased familiarity of British countries with the metric system, due largely to war's influence. The table which follows is more interesting now and interesting to a greater number of people than it was two years ago before the war. It speaks for itself. The metric system is given in detail, and side by side comparisons with the system in vogue in Canada, which, in weights, measures and length is the same as England uses. In money of course, we have already a partial metric system, while Great Britain still sticks to its inconsistent and quaint "pounds-shillings-and-pence."

#### I.—METRIC WEIGHT.

Denominations.	Grammes.	Canadian Equivalents	
		In pounds and decimals of pounds	In Troy grains.
Gramme .....	1	avoirdupois	
Decigramme .....	10	.0022046223	15.4323564
Hectogramme .....	100	.22046223	
Kilogramme .....	1000	2.2046223	
Myriagramme .....	10000	22.046223	
Quintal .....	100000	220.46223	
Millier (tonne metrique) .....	1000000	2204.6223	
Decigramme .....	1-10		1.54323564
Centigramme .....	1-100		.154323564
Milligramme .....	1-1000		.0154323564
1 livre 1 pound =	.45359243 kilo.	1 English ton (2,240 lbs.) =	1016.047043 kilograms.
		1 Canadian ton (2,000 lbs.) =	907.18486 kilos.

#### II.—METRIC MEASURES OF CAPACITY.

Denominations.	Litre	Cubic Centimetres	Pints	Canadian Equivalents		
				Quarts	Gallons	Bushels
Litre .....	1	1,000	1.7598	.8799		
Decalitre .....	10	10,000	17.598	8.799	2.1999	
Hectolitre .....	100	100,000		87.99	21.9999	2.74969
Kilolitre .....	1000	1,000,000			219.9999	
Decilitre .....	1-10	100	.17598			
Centilitre .....	1-100	10	.017598			
1 quart =	1.3649 litre.	1 gallon =	4.5459631 litres.	1 bushel =	36.37 litres.	
1 metre cube =	35.3148 cubic feet.	1 cubic foot =	0.028317 1 cubic metre.			
1 metre cube =	1.307954 cubic yard.	1 cubic yard =	0.764553 1 cubic metre.			

#### III.—METRIC MEASURES OF LENGTH.

Denominations.	Metres	Inches	Feet	Canadian Equivalents		Miles
				Yards		
Metre .....	1	39.370113	3.280843	1.0936143		
Decametre .....	10		32.80843	10.936143		
Hectometre .....	100		328.0843	109.36143		
Kilometre .....	1000		3280.843	1093.6143	.62137	
Decimetre .....	1-10	3.927011	.3280843	.10936143		
Centimetre .....	1-100	.3937011	.03280843	.010936143		
Millimetre .....	1-1000	.03937011	.003280843	.0010936143		
1 inch =	2.54 centimetres.	1 foot =	.3048 1 metre.	1 yard =	.914399 metre.	
1 mile =	1.6093426 kilometre.	1 mile or geographical knot =	2027 yards			
			= 1.52 miles =	1.85 kilometre.		

## PERSONAL LETTERS SELL GOODS

(Continued from page 31.)

for St. Thomas is considered to be fairly well served with agencies already. The special opening for the accessories comes, however, from the failure of the garages to cater sufficiently to the needs of the rapidly increasing votaries of the motor car.

### Specialize on Single Line in Ads.

A word on the advertising practices of this firm may be worth while. Today the windows do not happen to be devoted either to sporting goods or to motor accessories. In one is a collection of stoves, ranges and heaters, coal, gas, wood and electric; in the other, suggestions for a September bride: electric toasters, silverware of similar lines, brass goods, etc. A double column, six-inch ad. plays up the one window: "For the September Bride: 'Truly pleasing are our beautiful brassware, copper and nickel-plated ware, silverware, cutlery, etc. \* \* \* A special line at \$1.90; others from \$2.25 up to \$7.'" Or on another occasion the ad. came out with large display type, in two lines, "Electric Wiring and Fixtures—Let us give you an estimate on the wiring of your house for electric lights, so you will be able to enjoy the comforts of electricity when the hot days of summer come. Just think how nice it would be to iron your clothes with an electric iron, or make toast with an electric toaster"—and so on. Following out the principle of specializing on one topic in each ad., just as is done with their sporting goods, and will be done, in due time, with their motor accessories.



# Mixed Paint Prices Advanced

Increased Cost of Raw Materials, Labor, Containers, etc., Forces up the Price—Unless Costs Recede it is Claimed Further Advances Will be Made.—  
Sundries to be Revised.

White Paint .....	Advanced 20c per gallon
Colors .....	10c " "
Wall Paints (white) .....	20c " "
Wall Paints (colors) .....	10c " "
Inside Floor Paint .....	10c " "
Porch Floor Paint .....	10c " "

Terms effective Oct. 1. 2% 15 days or 60 days net.

**T**HE announcement of an advance in the price of ready-mixed paints may come as a surprise to those who have not been following market conditions closely. It will not surprise those who have followed market conditions and realize what paint manufacturers have been called upon to face since the outbreak of the war. Since the outbreak of the war, slightly over two years ago, high grade white paint has been advanced in price to the retailer 47½%. Colors have been advanced 31%.

On the other hand costs of raw materials to the manufacturer have advanced as follows:—

White Lead .....	77½%
Linseed Oil .....	60 %
Oxide of Zinc .....	86 %
French Zinc .....	130 %
C. P. Green .....	300 %
Yellows .....	100 %
Ultramarine Blue (unprecipitable).....	400 %
Prussian Blue .....	300 %
Lithophone .....	125 %

Not only have costs of the foregoing and other materials advanced, but labor has cost more. Containers for the paint are all much higher in price. Even the literature, which is supplied free to the retailer, has increased enormously in cost.

One reason why paint prices have been kept down is owing to the fact that most manufacturers have had stocks of low priced materials on hand, and working on an average have held prices down.

To-day the stocks which were purchased at low costs have been exhausted and the manufacturers are called upon to pay war-time prices. It is claimed by leading paint manufacturers that unless costs of raw materials decline in the near future, further advances will have to be made in the prices of ready mixed paints. Raw materials will have to come down to meet the present prices of prepared paints or the manufacturers will be forced to advance prices in order to meet the costs of raw materials and manufacturing.

## The Price Changes.

All whites have advanced 20c. per gallon and colors 10c. per gallon. Some surprise may be caused by the greater advance in the price of white paints than of colors. It has been pointed out that for a considerable time past retailers have been selling huge quantities of ready mixed high grade white paints. Part of the unusually heavy demand has been due to the fact that painters have been heavy purchasers of white. Owing to the high price of

white lead, the painters have been purchasing high grade ready mixed paints and, when necessary, tinting it themselves. Manufacturers have, therefore, been called upon to supply huge quantities of ready mixed white paint at a time when they could not be expected to do so unless they were selling correspondingly large quantities of other colors. White paint costs the manufacturer more to produce than most of the colors. With lead increased 77½% in cost, zinc 130%, and with bleached oil (used in making white paint) costing 6 cents per gallon more than linseed oil, it can be easily seen that the manufacturers have probably been losing money on whites. That is when it is considered that the manufacturers have only advanced their price to the trade about 47%.

Another point that should not be overlooked is that retailers have been selling white paints at the same price as colors. Paint manufacturers urge, and rightly so, that the retailers charge 10c. per quart more for high grade whites than for colors.

## New Terms Oct. 1.

Practically all paint manufacturers have agreed that from Oct. 1 terms shall be 2% 15 days or net 60. Formerly the terms were 2% 30 days or 90 days net.

On a number of occasions during the past two months **HARDWARE AND METAL** has directed attention to the seriousness of the situation from the manufacturers' standpoint. A few extracts from the market reports follow:—

## A Serious Situation

Hardware and Metal in the issue of July 15, referring to the dry color situation stated:—

"The situation as regards dry colors is becoming more acute. Some colors including Prussian blue are off the market while others are becoming more difficult to obtain and are increasing in cost. Greens at the present time cost over 150 per cent. above the price which was being paid by paint manufacturers when the present schedule for ready mixed paints was established. It is further claimed by one paint manufacturer that if present conditions continue, yellows used in floor and carriage paints, etc., will increase the price of yellow paints probably 50c or 60c per gallon. The same manufacturer to-day stated that he is prepared to purchase a supply of ultramarine blue, chemically pure if offered, at a price 400 per cent. higher than the price which was ruling one year ago. Dry colors are so scarce, and high in price that they have to be considered more than white lead and oil in relation to the cost of paints at the present time."

In the same issue it was further stated:

"Paint manufacturers are experiencing great difficulty in securing supplies of dry colors. Some colors are practically off the market, while others are available only at ridiculously high costs."

(Continued on page 52)



# QUA



# LITY

## Value Top to Bottom—Satisfaction Everywhere

The one method of conducting business that is sure to increase your income is selling big value goods.

The Jamieson Line of Paints is the utmost in quality and it sells at a price that makes remarkable value.

An ideal profit. Write for particulars.

**R. C. JAMIESON & CO., Limited, Montreal, Canada**

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

## MR. CLERK YOUR SPARE TIME

**W**HAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. Would you be interested?

We have a plan by which hundreds of clerks throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no obligation, we'll be glad to tell you all about it. Drop us a line **To-Day**.

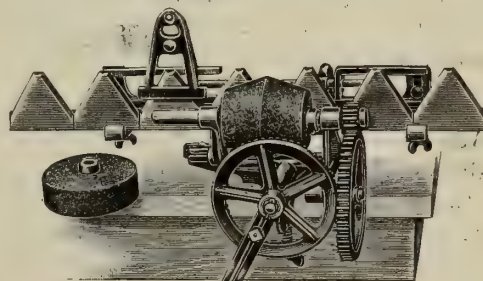
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Toronto

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## Deliveries Quick—



Every Machine  
Tested and  
Guaranteed

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SELF-OILING  
Grinders**

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GRINDERS  
SICKLE  
GRINDERS  
POWER  
GRINDERS**

Excellence in workmanship, material and finish.

**Highest Quality**, cost no more than ordinary grinders.

**ORDER FROM YOUR  
JOBBER.** If he doesn't handle, write direct to factory.

**AMERICAN GRINDER MFG. CO.**  
MILWAUKEE, WIS.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta. EASTERN CANADA AGENTS: John H. Graham & Co., 113 Chambers Street, New York City

*If interested, tear out this page and keep with letters to be answered.*



**MIXED PAINT PRICES ADVANCED**

(Continued from page 50)

Following up articles in previous issues on raw materials affecting paint prices, **HARDWARE AND METAL** in the July 22 issue, published extracts from an address delivered by one of the best informed paint men in America. The article as it appeared in **HARDWARE AND METAL** placed before the readers of this paper the facts exactly as they existed, and explained how some paint manufacturers were not advancing prices as warranted by conditions. A brief extract from the article will prove interesting at the present time. It is here appended:

"We have all been obliged to get used to the idea of very much higher prices for most of the products we use, and manufacturers have quite generally readjusted selling prices, to take care, at least in a measure, of the increased cost of production. One of the most difficult features in connection with the vital readjustment which has been going on, has been the difficulty in keeping track of the rapid changes in values of each separate raw material used in a paint factory. The problem would be a much more simple one if only a few raw materials entered into the equation, but with the hundreds of different products which we are obliged to buy and use in varying percentages and in different combinations, it has been a most complicated proposition.

The result, in some cases, has been that manufacturers have devoted their time and thought to the consideration of raw materials on which their supply for the future was not provided, and have been obliged to neglect the market values of other raw materials of which they had a liberal stock, or for which they had made favorable contracts. As a consequence—they did not always know that the grinding lamp black, for instance, which they bought under contract last fall at, say 9 cents a pound, could not be replaced under 30 cents per pound; and because of this lack of information as to the market value, the cost on this black in their own formulas was being computed at 9 cents a pound, and selling prices made accordingly."

**No Improvement**

Again in the issue of the following week July 29, **Hardware and Metal** stated in part:—

"There is no improvement in the dry color situation, supplies are scarcer than ever and there is a danger of certain lines, such as greens, yellows, golden ochre and vermilions being off the market. The situation is getting worse and will affect colors in oil and japan. Owing to the continued light offerings of all pigments the market maintains a strong tone."

**A Change Anticipated —Prices on Low Basis**

Further comments on the paint situation were made in **Hardware and Metal** of Aug. 19. When it was that prices in effect then would probably rule

until October. The following extract is from the Aug. 19 issue.

"Prices in general paint lines continue unchanged and there has been no tendency toward reflection of the movement in white lead [this refers to decline of 50c in white lead in oil] chiefly owing to the fact that the latter advanced after paint prices were made last spring so that mixed paint prices have been for some time on a low basis in proportion to lead. It is expected that present prices will continue to rule until October when the existing situation will then determine the direction they will take for the spring booking. At present the undertone is firm on the basis of an improved demand for the time of year the prospects of an active business this Fall and most important of all the firmness of most of the raw materials and an aggravated labor situation. In this connection it is notable that lead is the only raw material entering into the manufacture of mixed paints that has developed an easy feeling and in some well informed quarters it is thought that this is only a temporary condition. In corroboration of this fact it is pointed out that in the States there has been no decline in oil or white lead although the metal has dropped off. And on the other hand, oil continues to maintain its firmness with every fresh advance.

General conditions in the trade continue to show improvement. The conditions ruling vary from one of the usual amounts of business at this time of year to one greatly in excess of it. One large firm announces that August business up to the 10th exceeds the August totals for the two previous years. South American governments are mentioned as sending in inquiries for large amounts of white lead and colors and a definite movement toward an export trade appears to be under way."

Last week's issue of **Hardware and Metal** gave a good indication of the firmness in paints. The following is the first paragraph from last week's (Sept. 16) weekly paint market report.

"Manufacturers in the paint trade here have this week announced to the retail trade a new schedule of terms as regards discount and time allowed for payments. Prices have not been changed so far. The new schedule refers simply to time. In place of the former 2 per cent. 30 days, and net 90 day payment, the new scale makes it 2 per cent. 15 days, and net 60 days. The reason for this is simply a reflection of the considerably stricter terms upon the manufacturers in their purchases of raw materials."

The foregoing changes become effective on October 1.

---

## Photos of Interiors and Window Displays Wanted

Have you a fine appearing window display, store interior, or paint department? **Hardware and Metal** is anxious to keep in touch with progressive methods of display and to let our readers know what other merchants are doing. It will make for greater efficiency all around. We would be glad to get such photographs or snapshots and will promptly acknowledge the same when they are received by us. We would also like illustrations of departments of stores, new store fronts, modern delivery outfits, stove departments, sporting goods departments, floats in parades and other timely views. Address all photos to **Hardware and Metal**, 143-153 University Avenue, Toronto.





Question?

## What advantage is a Steel Top on Ladders

### Answer

It is durable. Unlike wood, it never warps or cracks or rots. A ladder must stand quite a bit of abuse. It is exposed in rain and shine. The top—if it is made of wood—is the first part to go. The nails pull out; the sides bow up; it breaks in two. When the top has gone the whole ladder is weakened, because the sides and back are attached to the top and depend upon it.

The galvanized steel top is everlasting. This point is obvious to any customer and makes the sale of the article much easier. The fact that the steel top will always be neat in appearance is an in-

ducement, particularly to the tidy housewife.

Note the corrugations. These give a firm foothold and make it perfectly safe.

Of course the steel is much more expensive than wood. We could not afford to make it if it were not for the fact that we have a large tinsmith department, for making tanks and hog troughs. This is equipped with expensive bending break, shears, punches, etc.

BT Iron-Bound Step Ladders, with steel tops, are easier to sell than other high-grade ladders, and make permanent friends of customers.

## BT STEP LADDERS BEATTY BROS., LIMITED

HEAD OFFICE: FERGUS, ONT.

St. John, N. B. Montreal, Que. Edmonton, Alta. Winnipeg, Man.



This can and label are known and trusted by every varnish consumer. Even the smallest users have learned to discriminate when buying varnish, and the name of Berry Brothers on a can always inspires confidence that the quality is right and absolutely dependable.

You can make your varnish business grow by pushing Berry Brothers' line.

**LUXEBERRY WHITE ENAMEL**—whitest white, stays white. Makes a permanent snow-white finish in either dull or gloss effects.

**LIQUID GRANITE**—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

**LUXEBERRY WOOD FINISH**—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

**LUXEBERRY SPAR**—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

*Write for price list and interesting dealers' proposition.*

**BERRY BROTHERS**  
(INCORPORATED)  
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(387)



# WEEKLY PAINT MARKETS

## MONTREAL

**M**ONTREAL, Sept. 20.—Prepared paints have increased in price. The increase announced is from 10c per gallon for colors and 20c per gallon for whites.

Prussian blue is one of the colors which may be priced higher, according to supply of the raw material, much as with the aniline colors and some reds. The iron oxide reds are not affected as are the aniline reds. Red barn paint remains \$1 per gallon.

Reasons set forth by the leading manufacturers for the increased prices of paints to retailers relate chiefly to the matter of raw materials. It is averred by the manufacturers and borne out by general conditions that the price of prepared paints has not moved at all in sympathy with the rising prices of raw materials during the past two years or so.

### Inevitable Increase

In fact, according to the principal manufacturers the paint consuming public have been benefiting quite markedly by the fact that the manufacturers having large stocks of raw materials in hand, and hoping for an early cessation of hostilities in Europe, had not greatly increased the prices of their products, ~~though~~ the raw materials have been in a rising market for many a day. But at last the inevitable has happened. Quickly following the news in last week's issue of **HARDWARE AND METAL** of the shorter terms in paint supply to the retailer, has come the news of increased prices and the primary markets are held responsible for both alterations. It appears from general indications that the shorter terms for paint payments by retailer to manufacturer have not at all adversely affected the demand. It is hoped by the manufacturers that the paint trade will appreciate their position as regards raw materials and meet the price situation, as the trade has apparently been inclined to meet the matter of shortened terms.

### Labor Has Its Effect

The question of labor, and the prices of the basic metals, lead and zinc, all affect the paint manufacturers very considerably at present. Lead is at least twice as costly as it was last year, and white zinc is three times as costly. Labor is hard to get and more expensive. Metals for paint containers are dearer.

Labor for their production is scarcer. The manufacturers upon these matters base their declaration that the previous increases in the prices of paints have by no means been sufficient to meet the increases in prices affecting production, and with in addition the fact that where formerly manufacturers could get from 3 to 5 per cent. on terms from the producers of raw materials they must now pay spot cash, the whole new situation as regards paint prices and terms is accounted for.

### White Lead in Oil Firm

White lead in oil is being quoted as last week, at \$13.60 for small quantities, and \$13.30 for lots or one ton or over, the lower price for the larger order. One firm had reduced the price of white lead in linseed a little, but with a firming market is likely to revise to the figures quoted.

### Linseed Oil Market Firm

The market for linseed oil experienced a firming tendency during the week, though crushers' prices continued, and will still continue, to vary in competition and according to demand. While no very definite news as regards crops can be gained as yet, there have been whispers of frost, which might or might not cause an effect on the market. Principal crushers are inclined to make little of these early frost reports, however.

### Oil Cake in Demand

There is a very brisk demand for oil cake for export principally. In spite of the great demand for feeds locally, there is not a very marked local demand for this form of cattle feed. The crushers quite gleefully declare that if they could only supply all the oil cake that is asked for for export, they would be more than satisfied, as prices for the product are firm. Linseed oil prices were quoted at a slight shading above last week's quotations, the variation being about a cent per gallon up:

	Raw.	Boiled.
1 to 2 barrels .....	86c	89c
3 to 5 barrels .....	85c	88c
6 to 9 barrels .....	84c	87c

### Turpentine Slightly Firmer

Turpentine was still at 68c, but on a firming market, and in some quarters 70c was being asked and paid.

### Window Glass and Putty

Window glass is quoted at increased prices this week, the demand being good

and supplies scanty. The new discount is 15 and 5 per cent. off, instead of the former, 20 and 5 per cent. off. Putty is still hard to get and in a firming market, due to the difficulty of obtaining whitening, and the tendency of linseed oil to rise in price.

## TORONTO

**T**ORONTO, Sept. 21.—The inevitable has happened, and paint in liquid form has been advanced in price. The advances amount to 20c per gallon on white paint and 10c per gallon on colors. Manufacturers state that prices to the retailer have been low for the past year when costs of raw materials are considered. An article elsewhere in this issue gives details regarding the conditions that have brought about the advanced prices.

Inside and outside white paints are up 20c per gallon. Colors have advanced 10c per gallon. Inside and outside floor paints have advanced 10c per gallon. Flat wall colors are up 20c on whites and 10c on colors.

### Change in Terms

As outlined in last week's issue of **HARDWARE AND METAL**, paint manufacturers have decided upon new terms after October 1. Effective on that date, terms will be 2 per cent. 15 days, or 60 days' net. Terms were formerly 2 per cent. 30 days, or 90 days' net.

### Linseed Oil Unchanged

Linseed oil remains unchanged at last week's reduced prices. There is still a wide range of prices quoted. The demand for oil cake continues good. The range of local quotations follows:

	Raw.	Boiled.
1 to 2 bbls., per gal. . . . .	79-83c	81½-86c
3 to 5 bbls., per gal. . . . .	78-82c	80½-85c
6 to 9 bbls., per gal. . . . .	77-81c	79½-84c

### Turpentine Remains at Higher Level

Although quotations in the South have receded somewhat, the local prices remain unchanged on turpentine. The demand continues to improve locally. There is a range of quotations locally as follows:—

	Per Imp. gal.
1-barrel lots .....	67c to 71c
2 to 4-barrel lots .....	65½c to 70c
5-gallon lots .....	72c to 75c

### White Lead Remains Firm

White lead in oil shows a slightly firmer tendency following recent firming. (Continued on page 48.)





A simple but very effective paint window arranged by P. Larochelle, Farnham, P.Q.

## Dress Your Paint Window NOW!

**T**HE Fall painting season is here. Within the next sixty days a great deal of paint will be purchased in every town in Canada.

And in each town, the biggest part of it will be bought at the store that makes the strongest bid for the public's business.

## B-H Agents

have many advantages in the competition. We have started their local newspaper advertising campaigns—and have supplied them with plenty of material for striking window displays and follow-up advertising. With these efficient selling aids, and a plentiful supply of high-grade B-H paints and varnishes, they are splendidly prepared to go after the Fall paint business and to go after it **hard**.

Good windows are half the battle. Get yours dressed as soon as possible. If you want new hangers, color-cards, cut-outs, or stickers, write at once, and we'll send them promptly.

**BRANDRAM-HENDERSON**

LIMITED

Montreal Halifax St. John Toronto Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



# Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

## ALUMINUM

Ingots, 99% pure, lb. .... 66  
Pattern, lb. .... 61  
Sheets, \$1 to \$1.25 base.

## AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, advance 2½%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30-10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½%; Arrow, 20%. Ball caps, B.B. Caps, \$3.05 per M. net; C. B. Caps, \$2.90 per M. net; Blanks, R. F. 22 Short, \$2.30 per M. net; R. F. 22 Short, \$3.75 net; C. F. 32 STW., \$8.25 per M. net; C. F., 38, STW., \$10.45 net.

Above prices withdrawn. New prices to be issued shortly.

Prices on Dominion Cartridge Co. goods temporarily withdrawn.

"Winchester" B.B. Caps, \$2.05 M. net; C.B. Caps, \$3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, \$3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, \$14.50; Montreal, \$14.25; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, \$3.50 each, net f.o.b. Montreal.

## ANTIMONY

See weekly report.

## AUGERS

Ford's Auger Bits, 30 and 10%. Irwin's Auger, 40%. Gilmour's Auger, 60 and 5%. Gilmour's Special, 70%. Rockford's Auger, 50 and 10%. Gilmour's car, 47½%. Clark's expansive, 40%.

## AUGERS, POST

B.T.—8 in. net ..... 3 00  
B.T.—10 in. net ..... 3 30  
B.T.—12 in. net ..... 3 90

## AXES

Forrester, doz. .... 7 25  
Cherokee, doz. .... 9 50  
Hand made, doz. .... 9 50  
Model, doz. .... 9 75  
Black Diamond, doz. .... 10 00  
Samson, single bit, doz. .... 9 75  
Samson, single bit, handled doz. .... 13 50  
Samson, double bit, doz. .... 13 50  
Samson flooring axes, No. 2, doz. .... 10 75  
Single bit, doz. .... 7 75  
Double bit .... 11 50  
Hunters' Axes .... 6 00  
"Boy's" Axes .... 6 25  
Bench Axes, Samson No. 2, doz., net ..... 10 10  
No. 3, doz., net ..... 10 50  
No. 4, doz., net ..... 11 50  
No. 5, doz., net ..... 12 90  
No. 6, doz., net ..... 13 70

## BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd., — No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3. Prices 11c to 60c pound.

Hort Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwell—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

## BELTING (Leather.)

Extra, 40%. Standard, 40 and 10%. Lace leather, per side, \$1.10; cut laces, No. 1, \$1.30.

## BELLS (FARM)

C x 40 lb. .... 2 75  
B x 50 lb. .... 3 25  
A x 75 lb. .... 4 50

BENZINE Montreal Toronto Single bbls., gal. 0 31½ 0 30½  
Drums, gal. .... 0 28½ 0 27

## BOLTS AND NUTS

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 35%.

Carriage Bolts (\$1), list, 7-16 in., 20%.

Machine Bolts, ¾ in. dia. and smaller, 35%.

Machine Bolts, 7-16 in. dia. and larger, 25%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 25%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.

Coach and Lag Screws, 45%.

Skein Bolts, 40%.

Square Head Blank Bolts, 40%.

Bolt Ends, 35%.

Plow Bolts, 25%.

Elevator Bolts, 25%.

Fancy Head Bolts, 20%.

Shaft Bolts (\$3 list), 25%.

Step Bolts, large head (\$3) list, 25%.

Whiffletree Bolts, 25%.

Nuts, square, 2c off list.

Nuts, hexagon, 2c off list.

Stove Rods, per lb., 8c.

Stove Bolts, 62½%.

Tire Bolts, 50%.

## BORAX

Lump, Crystal Borax, lb., 0 09½

## BRASS

Springs, sheets, 8 in. wide, up to 20 gauge ..... 0 60

Rods, base ½ to 1 in. round 0 55

Tubing, seamless base ..... 0 55

Tubing, iron pipe size, 1 in. base ..... 0 50

Copper tubing same as brass.

## BARS (Clothes)

3 sections, 4 ft., doz. .... 4 80  
3 sections, 5 ft., doz. .... 6 00  
3 sections, 6 ft., doz. .... 7 20

## BOILERS (Range)

30-gal. Standard ..... 8 25—8 75  
30-gal. extra heavy ..... 11 50

## BOARDS, BAKE

No. 1—18 in x 24 in. .... 6 60  
No. 2—18 in x 28 in. .... 7 20  
No. 3—20 in x 30 in. .... 7 80

## BOARDS (Ironing)

Size 12x60 ins., doz. .... 7 20  
Size 14x60 ins., doz. .... 8 40  
Folding, 14x58 ins., doz. .... 16 50

## BOARDS (Sleeve)

Basswood, stationary, doz. 2 00  
Folding, per doz. .... 3 50

## BOARDS STOVE

Wood lined, 50, 10%.

Paper lined, 60%.

## BOARDS (Wash)

Tin Plate Zinc  
Per doz.

Pony ..... \$1 75

Crown ..... 3 55

Dandy ..... 3 75

Improved Globe ..... 2 65

Standard Globe ..... 2 75

Neptune ..... 2 75

Original Globe ..... 3 00

Newmarket King ..... 4 25

Victor (Glass) ..... 4 25

Jubilee ..... 4 25

Diam'd King (Glass) ..... 4 50

Western King

(Enamel) ..... 4 25

Beaver, brass ..... 6 00

Wood, double faced ..... 1 25

Subject to small discounts for quantities.

## BRUSHES

Weighted, 15 lbs., per doz. 16 13

Weighted, 20 lbs., per doz. 18 50

Weighted, 25 lbs., per doz. 22 32

## BUTTS

Nos. 840, 800, 838, 30 and 2½%.

No. 804, 40%; Nos. 808, 802, 842.

844, 37½%; Nos. 810, 814, 25%.

Nos. 820, 910, 37½%.

## CANS

Milk factory cans, 15%.

Cream cans, 20%.

Railway cans, 20, 5%.

Food delivery and creamery cans, 20%.

Cream cans, 35%: with dome top, 15c extra. Retinned, 70 and 10%.

Plain, 70 and 20%.

Milk can trimmings, plus 10%.

Common, cork-lined, 3%.

## CEMENT AND FIREBRICK

Less than carload lots .... 1 85

Portland, per bbl., carload lots, f.o.b. Toronto. 1 50

White Bros. English. 2 00

"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 ..... 23 00

Fire brick, English ..... 17 00

Fire brick, Mm., low 23 00

Fire clay, 2½-lb. tins, doz. 1 25

## CEMENT (FURNACE)

1½ lb. tins, per doz. .... 1 00

6 lb. tins, per doz., lb. .... 0 05

25 lb. tins, per doz., lb. .... 0 04

## CEMENT, ROOFING

Per gal. Roofing cement (in bbls.) 0 29

Cement (in 5 and 10 gals.) 0 23

Cement (in 2 gals.) ..... 0 30

Cement (in 1 gal.) ..... 0 35

## CHALK

Carpenters' lead pen-cils, per gross ..... 2 40

Crayons, per gross. .... 0 20

Carpenter, red, gr. .... 1 25

Carpenter, blue, gr. .... 1 25

Carpenter, white, gr. .... 1 05

## CHISELS

Cold chisels, 5x6 in., doz. .... 2 20

Bevel edge, 1 inch, doz. .... 2 50

Common cold, ½, \$1.35; ¾, \$2; 1, \$2.75; 1½, \$3; 2, \$4.

Straight Shank Drills, 45%.

Socket Chisels, 65% off list; if B edge, add 90c doz.

## CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, \$9.45; 5-16, \$9.10; ¾, \$8.35; 7-16, \$7.15; ½, \$6.95; 9-16, \$6.95; ¾, \$6.80; ¾, \$6.70; ¾, \$6.55; 1, \$6.40.

Electric Weld Coil Chain—BB

3-16 in., \$10; ¼ in., \$7.25; 5-16 in., \$6.75; ¾ in., \$5.75; 7-16 in., \$5.25 per 100 lbs.

Electric Weld Loading Chain.

¾ in., \$11.50 per 100 lbs.

Steel Jack, 15% net.

Brass Jack, net.

## CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

## CHOPPERS, FOOD

Universal No. 0 ..... \$12.00 doz.

1 ..... 12.80 doz.

2 ..... 16.20 doz.

3 ..... 23.40 doz.

## COPPER

Montreal Toronto

Casting ingot, see weekly report

Bars, ½ to 2 in. .... 46 50 46 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 45 00 45 00

Copper sheet, tinned, 14x60, 14 oz. .... 54 00 54 00

Copper sheet, planished, 14x60 base. 57 00 57 00

Braziers' in sheets, 6x4 base ..... 46 50 46 50

## COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

## CORD (SASH)

No. 6, lb. .... 0 35

No. 7, lb. .... 0 34

No. 8, No. 9, No. 10, No. 12 0 33½

## COAL TAR

Crude coal tar, per bbl. .... \$4 50

Refined coal tar, per bbl. 5 50

## CURRY COMBS

Discount, 25% off list.

## CRATES

Humpty-Dumpty, egg, doz., \$4:

Ideal, egg boxes, with filler, 12 doz. size, per doz., \$4.

## CANADA PLATES

Montreal

Ordinary, 52 sheets ..... 4 50

All bright, 52 sheets ..... 6 30

Galvanized

Apollo Crown Gorbals

18x24x52 .. 6 25 6 25 6 50

60 .. 6 50 6 50 6 75

20x28x47 .. 6 75 6 75 7 00

20x28x94 .. 13 50 13 50 14 00

## CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 14x20 base ..... \$ 8 00

IX, 14x20 base ..... 9 00

IXX, 14x20 base ..... 10 25

IXXX, 14x20 base ..... 10 25

Raven and Murex Grades—

IC, 14x20 base ..... 7 00

IX, 14x20 base ..... 8 00

IXX, 14x20 base ..... 9 50

IXXX, 14x20 base ..... 12 00

"Allaway's Best" Standard Quality.

IC, 14x20 base ..... 8 75

IX, 14x20 base ..... 9 75

IXX, 14x20 base ..... 10 75

## CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 210 lbs., \$11.50; 216 lbs., \$12.

## COKES, BRIGHT

Bessemer Steel—

10x14x20 base ..... 6 50

20x28, double box ..... 13 00

## CLOCKS, ALARM

Good Morning, each ..... 0 95

Look Out ..... 1 10

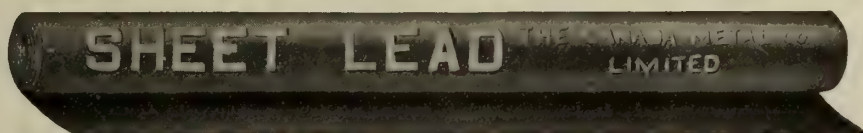


**TIN  
COPPER  
ANTIMONY  
ALUMINUM  
SPELTER  
LEAD**

**THE CANADA METAL CO.  
LIMITED**  
Montreal - TORONTO - Winnipeg

Catalogue "A" Mailed Free

**EVERYTHING  
IN  
METALS**



**THE CANADA METAL CO., LIMITED, TORONTO**

Hamilton

Montreal

Winnipeg

Vancouver

**MOORE'S**

**HOUSE  
COLORS**

**It takes less time**

to sell Moore's House Colors because the moderate price appeals to the pocket-book,

**and the high quality ensures the very best of satisfaction.**

These Pure Linseed Oil Paints are remarkable value and they yield the very best of profit.

It will be well worth your while to get details of our proposition. Drop us a line for them now.

**BENJAMIN MOORE & CO.**  
Limited  
WEST TORONTO, CANADA

*If interested, tear out this page and keep with letters to be answered.*



**"DOMINION CROWN BEST" —  
DOUBLE-COATED TISSUE.**

1 C, 14 x 20 base....	7 00	7 00
1 N, 14 x 20 base....	8 25	8 25
1 X N, 14 x 20 base	9 50	9 50

**FILES AND RASPS.** Per cent.

Great Western, American...	65	10
Kearney & Foot, Arcade...	65	10
J. Barton Smith Eagle...	65	10
Dixton Brand	60	10
M. Clellan Globe	65	10
Black Diamond	55	
Delta Files	60	10
Nicholson	55	
Globe	65	10
Vulcan Brand	65	10

**FITTINGS (IRON PIPE)**

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 72½%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

**FIXTURES, STALL.** Doz.

Hollow and pressed steel...	0 81
Solid	1 20

**Special Stall Fixture, 40%.**

<b>FRAMED MIRRORS.</b> Doz.	
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

**GASOLINE.** Montreal.

Barrels	0 32
Drums	0 29
Tank wagon	0 28½

**Any quantity, in bbls.** Toronto

Drums, 40-gal., per gal.	27½
Tank wagon	27½

**GRINDSTONES** Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 60
Smaller sizes	1 70
Mounted No. 115, each	3 75
Bl.-Treadle, each	4 25

**WALTERS (SNAP AND RING)** Doz.

Russet rope shank, 1 in.	\$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

**WALTERS (SISAL)**

7-16 in. gross, \$15; ½ in., \$18;	
¾ in., \$21.	

**HAMMERS, SLEDGE**

Can., 5 lbs. and over, cwt.	10 00
Masons, 5 lbs. and over, per cwt.	12 00
Napping, up to 2 lbs.	0 13½

**HANDLES (WOOD)** Net

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

**Extra quality, 40 per cent.**

All second growth hickory handles, 40%.	
All pick handles (all kinds), 35%.	
All ash and maple axe handles, 40%.	

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys'-axe handles, 28 in., ex-

tra, \$2.50; No. 1, \$2; No. 2, \$1.60; maple, \$1.75; ash, \$1.90 per dozen. Prospectors, miners and drift pick handles, 22 in., \$3.20; 34 in. and 36 in., \$3.40 per dozen.

Manure fork handles, short, \$3.60 per dozen.

Hickory pick handles, No. 1, \$3, and No. 2, \$1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., \$1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

**COVERS, BARN & PARLOR**

Stearns, wood track, Special	9 00
Zenith	9 00
Atlas, steel covered	8 25
Effect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	6 50
Steel King Hangers, doz. sets	6 40
Storm King and safe-ty hangers, doz.	6 50
Styall	9 00
Storm King rail	4 70
Crown	4 85
Coronet	7 25
Sovereign	6 50

**Steel track, 1 x 3-16 in.**

(100 ft.) \$ 3 25

**Steel track, 1¼ in.** 6 00**HATCHETS.** Samson Samson

Per doz.	Shingle	Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

**HINGES, TEE AND STRAP****Net Prices.**

Heavy	Strap	Tee
4-inch	\$3 00	\$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	8 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

**Subject to discount of 40 per cent. off list.**

Light.	
3 in., doz. prs.	1 00
4 in., doz. prs.	1 20
5 in., doz. prs.	1 40
6 in., doz. prs.	1 70
8 in., doz. prs.	2 50
10 in., doz. prs.	3 50

**Discount 40% off list.**

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	6 00
Over 14 in., per 100 lbs.	5 25
Larger	4 60

**Extra hooks for above, ¾**

in., per lb. 7

**Extra hooks for above, ¾**

in., per lb. 6½

**Crates hinges and back flaps.**

65 and 5%.

**Chest hinges and hinge hasps.**

55%.

**Blind, discount, 50%.**

Spring, per gross—No. 5, \$18.60;

No. 10, \$19.50; No. 20, \$11; No.

50, \$30; No. 51, \$10.20; No. 120,

\$18.60; No. 225, \$22.20.

**Chicago hold back screen door**

iron, gross, 12%.

**Chicago spring hinges, 15%.****Triplex spring hinges, 40%.****Chicago surface door (6,000),**

45%.

**Garden City fire house hinges,**

12½%.

**"Chief" floor hinge, 50%.**

HOES. Grub, 3¼-lb., \$4.55 doz.

**HOOKS, CORN.**

Crclone, doz. 2 40

Hoos, corn, doz. 5 40

**HOOKS, GRASS.** English

No. 2, per doz. 2 40

No. 3, per doz. 2 50

No. 4, per doz. 2 60

No. 5, per doz. 2 80

Little Grant 4 40

**HORSESHOES**

Iron shoes, light, medium and

heavy, No. 2 and larger, \$4.40;

No. 1 and smaller, \$4.65; show

pattern, No. 2 and larger, \$4.65;

No. 1 and smaller, \$4.90; "X.L."

steel shoes, new light pattern, 1

to 6. No. 2 and larger, \$4.85; No.

1 and smaller, \$5.10; "X.L." steel

shoes, feather weight pattern, all

sizes, No. 0 to 4, \$6.25; special countersunk steel, all sizes, 0-4, \$6.75; toe weight steel shoes, all sizes, No. 1 to 4, \$7.25.

Tocalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.50; "Sharp" No. 2 and larger, \$1.70; "Sharp" No. 1 and smaller, \$1.80. Put up in 25-lb. boxes.

**HOSE, LAWN.**

Corrugated, ½ in., ft. 0 12

Corrugated, ¾ in., ft. 0 16

Corrugated, 1 in., ft. 0 22

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60, 10%.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., 65c gross.

**IRON AND STEEL**

Montreal Toronto

Angles base 2 50 3 50

Common bar, per

100 lbs. 3 00 2 90

Refined iron, per

100 lbs. 3 05 3 50

Horseshoe iron, per

100 lbs. 3 45 3 50

Norway iron 7 50 6 00

Mild steel 3 30 3 25

Band steel 3 30 3 50

Sleigh shoe steel 3 30 2 25

Domestic 3 30 3 25

Reeled machinery

steel 4 50 4 50

Tire steel 3 50 3 50

Toe calk steel 4 20 4 25

Mining tool steel,

per lb. 0 11½ 0 12

Cammell Laird, lb. 0 20

Sheet, cast steel, lb. 0 20

Black Diamond tool

steel, per lb. 0 12 0 11

Silver tool steel, lb. 0 17½ 0 18½

Spring steel 4 50 4 50

**IRON, TINNED.**

72x30 up to 24 gauge, case

lots 14 25

72x30, 26 gauge, case lots, 14 75

Less than case, 25c per 100 lbs.

extra.

**IRONS (SAD)**

Mrs. Potts, No. 55, polished,

per set 0 85

Mrs. Potts, No. 50, nickel-

plated, per set 0 90

Mrs. Potts, handles, japan-

ned, per gross 9 60

Sad irons, common, plain, 5 00

Sad irons, common, plated, 5 50

Princess Electric, each 2 75

Ideal Electric, each 2 50

Canadian Beauty 2 50

Gasoline Sad Irons, each 3 50

Ideal Gasoline, each 3 15

Dover Electric, net 3 00

No. 70, Dover, per doz. 19 20

**LADDERS, ETC.**

(Step Ladders)

Shelf-lock 14c ft.

Ontario 17c ft.

Faultless 21c ft.

Mechanic 26c ft.

Hercules 24c ft.

Perfect 22c ft.

Faultless, extra heavy 26c ft.

Hercules, extra heavy 29c ft.

Mechanic, extra heavy 31c ft.

Chair ladders, each \$2 00

B.T. Standard 17c ft.

B.T. Economy 13c ft.

B.T. Iron Bound, 4-9 ft. 25c ft.

B.T. Iron Bound, 10-14 ft. 30c ft.

B.T. Iron Bound, 15-16 ft. 40c ft.

B.T. Iron Bound, 17-20 ft. 50c ft.

Crescent 16c ft.

Household 12c ft.

Standard 19c ft.

Electrician 25c ft.

Heavy duty 45c ft.

Extension 23c ft.

Common and Roped Extension.

Up to 32 ft. 16c ft.

Up to 36 ft. 18c ft.

40 to 44 ft. 19c ft.

48 to 52 ft. 24c ft.

56 to 60 ft. 29c ft.

Single and Fruit Picking.

10 ft. to 16 ft. 12c ft.

18 ft. to 22 ft. 13c ft.

**LANTERNS** Per doz.

Cold Blast, doz. \$ 8 00

Short Globe, doz. 8 00

Jumbo, doz. 9 25

Jap'd Dash, doz. 10 75

Search Dash, doz. 11 25

Searchlight, No. 20, doz. 19 00

All brass 24 25

Little Bobs A.C., doz. 2 00

Copper, well japanned, doz. 12 75

**LANTERN GLOBES**

Cold blast, short 0 65

Cold blast 0 65

Prism globes 1 20

Cold blast, short ruby 2 50

Cold blast, common ruby 2 50

Less 5c a doz. in 6 doz. lots.

**LATHS (METAL)** Per sq. yd.



# KEEP AHEAD OF YOUR COMPETITORS



## “CANADA PAINT”

EXCLUSIVE AGENCY

## WILL DO THIS FOR YOU!

Every product bearing our name is now recognized by the consumer as a guarantee of quality and satisfaction.

Our selling plans for 1916-17 will enable our full line dealer agents to control the paint and varnish trade in each locality.

If we are not represented in your town, it will be to your interest to ask us for particulars, to-day.

## The Canada Paint Co., Limited

572 William Street, Montreal  
112 Sutherland Avenue, Winnipeg

*If interested, tear out this page and keep with letters to be answered.*



**NAILS**

Standard steel wire nails,  
Toronto, \$3.80 base; Montreal,  
\$3.85 base; London, \$3.80 base;  
Collingswood and Owen Sound,  
\$2.85 base.

Cut nails — Montreal, \$3.40;  
Toronto, \$3.40; London, \$3.40.

Miscellaneous wire nails, 65 p.c.

Coopers' nails, 15 p.c.

Pressed spikes, 5/8 diameter,  
per 100 lbs., \$3.90, Montreal base.

Galvanized roofing nails, \$10.15.

**NAILS (HORSE)**

M. R. M. cold forged process

Prices per 25-lb. box

No. 3, 1 1/2-inch ..... \$4 10

No. 4, 1 3/4-inch ..... 3 80

No. 5, 1 1/2-16 ..... 3 25

No. 6, 2 1/4 ..... 3 00

No. 7, 2 5/16 ..... 2 85

No. 8, 2 3/4 ..... 2 75

No. 9, 2 11/16 ..... 2 65

No. 10, 2 3/4 ..... 2 55

No. 11, 3 1/16 ..... 2 45

No. 12, 3 3/4 ..... 2 45

London, Hamilton, Montreal,  
Toronto.

Less 10 per cent.

**NETTING, POULTRY**

Discounts given below on 1 in.  
and 2 in. mesh only. Other prices  
withdrawn.

Montreal, 20%; Toronto and  
London, 25%.

**POULTRY FENCING**

Per rod

Invincible, 1640 ..... 0 68

Invincible, 1848 ..... 0 72

Invincible, 2060 ..... 0 83

Put up in 10, 20 and 30-rod rolls

**OAKUM**

Per 100 lbs.

Best (American) ..... 19 25

U.S. Navy (American) ..... 18 50

New hemp (English) ..... 15 00

U.S. Navy (English) ..... 13 00

Plumbers (spun) ..... 8 00

**OIL**

Montreal Toronto

Can. prime white

petrol ..... 0 14 0 13 1/2

Royalite ..... 0 14 0 13 1/2

Palatine ..... 0 17 1/2 0 17

Castor Oil, per lb. .... 0 45 0 25

Black Oil (Summer) 0 14 1/2 0 12 1/2

Black Oil (Winter) 0 12 1/2 0 13 1/2

Cylinder Green ..... 0 35 0 35

Paraffine ..... 0 24 0 22

XXX Machine ..... 0 25 1/2 0 21

**OLD MATERIALS**

Tea lead, pack, 5 1/2 lb.

Tea lead, chest, 5 1/2 lb.

Lead, heavy, pipe, etc., \$5.50.

Brass, heavy, 15 1/2 lb.

Brass, light, 11 1/2 lb.

Zinc, heavy, 11 lb.

Copper, heavy, 19 1/2 lb.

Old cast iron, \$14.75 per ton.

Wrought iron, No. 1, \$18.75 ton.

Wrought iron, No. 2, \$11.00 ton.

Stove plate, \$11.00 per ton.

Mach. compos., No. 1, 15c lb.

Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber

boots and shoes, according to

trim, 7c to 8c lb.; overshoes,

lumbermen's rubber boots, etc.,

5 to 6c lb.; auto tires, etc., 4 1/2c;

bicycle tires, 2 1/2c.

**PACKING**

Per lb.

Fine jute ..... 0 11 1/2

Coarse jute ..... 0 09 1/2

Square braided hemp ..... 0 20

No. 1 Italian ..... 0 35

No. 2 Italian ..... 0 23

**PAPER, ETC.**

Per 400 ft. roll.

O.K. Paper, per roll ..... 0 95

Resin sized Fibre, per roll ..... 0 55

Tarred Fibre, No. 1 ..... 0 90

Tarred Fibre, No. 2 ..... 0 51

Tarred Fibre, Good Luck

Brand ..... 0 71

Dry Fibre, Good Luck

Brand ..... 0 59

O.K. Brand corded sheathing 0 95

Sheathing, Shield Brand, dry 0 43

Sheathing, Shield Brand,

tarred ..... 0 51

Sheathing (Surprise) ..... 0 43

Dry fibre, No. 1 ..... 0 80

Dry fibre, No. 2 ..... 0 43

Sulphate, Black Cat, tarred, 0 80

Sulphate, Black Cat, dry, 0 60

Per 100 lbs.

Heavy dry straw ..... 2 05

Heavy tarred straw ..... 2 05

Spruce sheathing ..... 3 00

Carpet felt, 16 oz. .... 4 00

Carpet felt, 20 oz. .... 3 50

Tarred felt ..... 3 25

Asbestos, Bldg., per 100 lbs. 4 50

Heavy fibre, 32 ft. x 60 ft. 2 00

Oiled waterproof building

paper, 600 sq. ft. roll. .... 1 50

**ROOFING PAPER**

Cyclone, dry ..... 0 68

Cyclone, tarred ..... 0 80

Surprise sheathing ..... 0 43

Heavy, dry ..... 2 15

Heavy, tarred ..... 2 15

**PAPER, EMERY**

Emery paper and emery cloth,

25%; B and A, 25%.

**PAPER, SAND**

Sandpaper, sheets or rolls,

25%; "Garnet," add 3 1/2%.

**PARERS**

Gen. Hudson, per doz. .... \$7 75

Little Star, per doz. .... 6 50

**PICKS (CLAY)**

Rock Clay

5 to 6 lbs., doz. .... 5 50 5 00

6 to 7 lbs., doz. .... 5 75 5 25

7 to 8 lbs., doz. .... 6 00 5 50

8 lbs., doz. .... 6 50 6 00

9 lbs. .... 7 00 6 50

**PINS, COTTER**

Cotter pins, 85 and 10% dis-

count.

**PINS, CLOTHES**

Selected full count Per case

5 gross, 4-in. (loose) ..... \$0 85

5 gross, 4 1/2-in. (loose) ..... 0 90

5 gross, 5 in. (loose) ..... 1 00

4 gross, 4-in., (12 pkgs., of

4 doz. each) ..... 0 80

5 gross, 4 in. (24 pkgs. of

2 doz. each) ..... 0 90

6 gross, 4 in. (12 pkgs. of

6 doz. each) ..... 1 00

**PIPE, STANDARD WROUGHT**

In effect Aug. 1, 1916.

Buttweld Per 100 feet

Black Galv.

1/2 in. .... \$ 3 00 \$ 4 50

3/4 in. .... 2 12 5 25

1 in. .... 4 00 5 57

1 1/4 in. .... 4 83 6 96

1 1/2 in. .... 7 14 10 29

1 3/4 in. .... 9 66 13 92

2 in. .... 11 55 16 64

2 1/2 in. .... 15 54 22 39

3 in. .... 24 57 35 39

3 1/2 in. .... 32 13 46 28

4 in. .... 38 64 55 66

4 1/2 in. .... 45 78 65 95

**Lapweld.**

2 in. .... 17 76 24 24

2 1/2 in. .... 26 33 36 56

3 in. .... 34 43 47 81

3 1/2 in. .... 41 40 57 50

4 in. .... 49 05 68 13

4 1/2 in. .... 59 69 83 19

5 in. .... 66 56 96 94

6 in. .... 90 24 125 80

7 in. .... 121 40 165 40

8 in. x 25 lbs. per ft. 127 50 173 80

8 in. x 25 lbs. per ft. 146 90 200 00

9 in. .... 176 00 239 80

10 in. x 32 lbs. per ft 163 20 222 40

10 in. x 40 lbs. per ft 210 10 286 30

Prices Ontario, Quebec and

Maritime Provinces.

**PIPE (LEAD)**

Lead pipe, \$12 net.

Lead waste pipe, \$13 net.

Traps and bends, 10% off.

**PIPE (SOIL)**

Medium and extra heavy pipe

up to 6-inch, 65%.

8-inch, 45% off.

**PIPE (CONDUCTOR)**

2 inch, in 10-ft. lengths. .... 8 00

3 inch, in 10-ft. lengths. .... 9 70

4 inch, in 10-ft. lengths. .... 12 80

5 inch, in 10-ft. lengths. .... 17 50

6 inch, in 10-ft. lengths. .... 21 30

Discount 45 and 2%.

**PITCH**

Pine, black, per bbl. .... 4 75

Pine, green, per bbl. .... 5 25

**PLASTER**

Paris, per bbl., London. .... 2 25

**PLANES**

Wood bench, Can., 15 per cent.

Wood, fancy, 15 per cent.

Button's, genuine, 3 1/2 to 40

per cent.

**PLATES (BOILER)**

Montreal Toronto

Plates, 1/4 to 1/2 inch,

per 100 lbs. .... 4 75 4 50

Heads, per 100 lbs. 5 25 4 70

Tank plates, 2-16 in. 5 25 4 75

**PLUGS (METAL)**

Painted wall plugs, per

1,000 ..... \$20 00

Galv. wall plugs, per 1,000. 23 00

**POLISH**

O-Cedar, 4 oz. bottles ..... \$2 00

O-Cedar, 12-oz. bottles ..... 4 00

O-Cedar, 1-qt. can ..... 10 00

O-Cedar, 1/2-gal. cans ..... 16 00

O-Cedar, 1 gal. cans ..... 24 00

**PUMPS**

B.T. Pump, No. 1, net ..... \$ 3 96

B.T. Pump, No. 2, net ..... 4 80

B.T. Pump, No. 3, net ..... 7 20

B.T. Pump, No. 4, net ..... 9 00

B.T. Pump, No. 5, net ..... 9 60

B.T. Pump, No. 6, net ..... 10 80

B.T. Pump, No. 7, net ..... 15 00

**RIVETS AND BURRS**

Iron rivets, blacked and tinned,

3 1/2%.

Iron burrs, 3 1/2%.

Copper rivets, usual proportion

of burrs, add 30 p.c.; burrs, add

50 p.c.

Extras on Copper Rivets, 1/2-

lb. packages, 1c per lb.; 3/4-lb.

pkgs., 2c lb.

Coppered Rivets, net extras,

2 1/4c per lb.

**ROOFING**

Per roll

2 ply R.R. .... 1 05

3 ply R.R. .... 1 30

2 ply R.R., complete in roll 1 55

3 ply R.R., complete in roll 1 70

Samson, 1-ply, roll ..... 1 60

Samson, 2-ply, roll ..... 2 15

Samson, 3-ply, roll ..... 2 65

Comet, 1-ply ..... 1 05

Pluvius, 1-ply ..... 1 30

Pluvius, 2-ply ..... 1 70

Asphalt roofing, 1 ply ..... 1 55

Asphalt roofing, 2 ply ..... 1 95



# Hunters' Supplies and Winter Sporting Goods

The articles named below should prove particularly interesting now. Early booking is advised in view of uncertain market conditions.

## Rifles, Shotguns and Ammunition

Winchester, Savage, Remington and Marlin Rifles, all calibres.

Single and Double Barrel Shotguns, in 12, 16, 20 gauge.

Winchester, Remington and Marlin Repeating Shotguns.

Ammunition, in unusually great variety

## Full Stocks of Hunters' Accessories

Decoy Ducks, Reloading Tools, Axes, Knives, Lamps, Gun Cleaners, Duck-back Waterproof Coats and Pants.

Sweaters and Sweater Coats.  
Shoe Packs, Moccasins and Snowshoes.  
Game Traps.

Shotgun Shells for Duck Shooting—Dominion, Remington.

### *Lines to buy NOW*

Write for prices and particulars of "Frost King" Weatherstrip, "Best" Weatherstrip, and Felt Weatherstrip (in different sizes).

We are Selling Agents for

**U. S. Poultry Netting**  
and advise ordering for Spring delivery.

## Order Winter Sporting Goods Now

Let us send you prices on Hockey Skates, Hockey Sticks, Pucks, Sweaters, Knickers, Goal-keepers' Pads, Shin Pads, English-made Hockey Boots, Stockings, Toques, Gloves, Knee Pads, etc.; Curling Stones, Skis, Ski

Harness, Snowshoes, Moccasins, and all kinds of Training Accessories, including Boxing Gloves, Punching Bags, Punching Bag Platforms, Basket Balls, etc.

# RICE LEWIS & SON

Limited

TORONTO

ONTARIO

*If interested, tear out this page and keep with letters to be answered.*



Drain spades, 40, 12½%.  
Hollow backs and sand, 1st, 40,  
12½%, and 4th, 20%.

Above discounts on Black  
Goods only. Full Polished Goods,  
50c per doz. net extra. Half  
Polished Goods, 25c per doz. net  
extra.

**SHINGLES** Per square  
Standard galvanized .....\$5 75  
Shipping weight, 90 lbs.  
Standard painted ..... 4 15  
Shipping weight, 80 lbs.  
Discount 7½%.

**SINKS.**  
Flat rim enameled sinks, 16x24,  
\$3.65; 18x30, \$4.

**SNAPS** Harness, 25 per cent.  
**SOLDER** Montreal Toronto  
See weekly report.

**SOLDERING COPPERS.**  
Base, per lb., 52 cents.

**SOLDER, BAR**  
Guaranteed ..... 0 27½  
Strictly ..... 0 25½  
Commercial ..... 0 24

**SOLDER, WIPING**  
Star extra ..... 0 25½  
Easy ..... 0 23½  
Acme ..... 0 23

**SPELTER.** See weekly report.

**SPOUTS**  
Warner Malleable Winged  
Shank, per 1,000 .....\$18 00

**STAPLES** Per cent.  
Montreal, Toronto and London

Fence staples, galv., in kegs 4 90  
Fence staples, galv., 25 lb.  
boxes ..... 5 15

Fence staples, bright, in  
kegs ..... 4 05

Fence staples, bright, in  
25-lb. boxes ..... 4 30

Poultry netting staples, 100  
lb. kegs ..... 12 00

Galvanized discount 40 and 5%:  
bright, deduct \$1.10 from gal-  
vanized net. Extras, 50 lb. kegs,  
30c; 25 lb. kegs, 40c; 10 lb. kegs,  
50c.

**STUFFERS**  
Enterprise No. 25, each.... 6 25  
No. 25, each.... 8 50

**SWEETERS, CARPET** Bissell's

Roudoir ..... 31 00

Champion Nic. .... 25 00

Champion Jap. .... 23 00

Univ. Japd., cyco bearing... 26 00

Univ. N.P., cyco bearing... 29 00

Grand Rapid, Japd., ball-  
bearing ..... 28 00

Grand Rapid, N.P., ball-  
bearing ..... 31 00

Princess, N.P., ball-bearing. 32 00

Elite, ball-bearing ..... 36 00

Am. Queen, N.P., bal-bear. 34 00

Parlor Queen ..... 37 00

**SWEETERS (Vacuum)**

Grand Rapids Vac, doz....\$77 00

Household Vac, doz. .... 63 00

Superba Vac, doz. .... 92 00

**SWINGS**

Baby, 2-passenger, each ...\$2 75

Ontario, 2-passenger, each... 3 75

Ontario, 4-passenger, each... 4 50

Stratford, 4-passenger, each 6 00

Royers Gliding Settees with  
awning, each .....13 50

Without awning, each ..... 9 00

**TACKS**

Strawberry box tacks, bulk;

cheese box tacks, bulk;

trunk tacks, blank and tinned;

bulk; carpet tacks, bulk; carpet

tacks, tinned; carpet tacks (in

kegs); cut tacks, bulk, in doz.

only; cut tacks, ¼ cut tacks,

bulk and tinned. In weights:

Swedes: Swedes upholsterers'

bulk; Swedes brush, bulk and

tinned, bulk; Swedes gimp,

bulk, tinned and japanned; zinc

tacks, prices quoted on applica-

tion; leather carpet tacks; cop-

per tacks. Discount 75%.

**SAILS**

Copper nails; trunk nails,

black; trunk nails, tinned; clout

nails, bulk; clout nails, tinned;

chair nails; cigar box nails; pat-

ent brads; fine finishing; plectre

frame points; lining tacks solid

head (in bulk). Discount 75%.

**TAPPED GOODS**

Lining tacks, in papers; lin-

ing tacks, in bulk; saddle nails,

in papers; saddle nails, in bulk;

tapping buttons, 22 line, in doz.

only; tin capped trunk nails;

zinc glaziers' points, prices quot-

ed on application. Discount 75%.

**SHOE FINDERS' LIST**

Shoe tacks, in dozens; shoe

tacks, 1 lb. packages; Swedes

shoe nails; soft steel nails; iron

nails; zinc nails, prices quoted

on application; hard steel nails;

tempered steel shoe nails; chan-

nel nails; Hungarian nails; min-

ners' tacks; hob nails; zinc shank

nails, prices quoted on applica-

tion; steel wire shoe rivets; brass

wire shoe rivets; clinch point

shoe rivets, steel; Swedes shoe;

clinch point shoe rivets, brass;

steel cobblers' rivets; brass cob-

blers' rivets. Net list.

**TAPES—Lufkins**

Ass skin, No. 713, 50 ft., doz. 3 60

Ass skin, No. 714, 66 ft., doz. 4 20

Linen, No. 404, 66 ft., each. 1 50

Metallic, No. 603, 50 ft., ea. 1 60

Challenge steel, No. 263, 50

ft., each ..... 3 45

Reliable Jr., No. 103, 50 ft. 3 25

**THERMOMETERS**

Incubator, doz. .... 5 40

Dairy, dozen ..... 2 40—4 45

**TIES (METAL)**

Galv., wall ties, per 1,000..\$5 00

Painted wall ties, per 1,000.. 5 00

**TIES, COW**

Open Ring, Closed Ring, 40 and

5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70%.

**TIN** See weekly report.

**TINNERS' TRIMMINGS**

Discount, 27½%.

Plain, 66 2-3%.

Re-tinned, 60 and 10%.

**TOOLS, HARVEST**

Ordinary brands, 40%.

Samson and Sovereign, 30 and

10%.

**TROUGH (EAVE)**

C. G. Square head and half round

Size in girth Per 100 feet

8 in. ....\$ 6 90

10 in. .... 7 70

12 in. .... 9 10

15 in. .... 12 50

18 in. .... 16 00

Discount 45 and 2%.

**TRACK**

B.T. Single Rail .....24c ft

B.T. Double Angle .....22c ft.

B.T. Double Tee .....20c ft.

Discount off above, 40%.

**TRESTLES**

6 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.60 20 ft., each 6.00

**TWINE (Binder)** Per lb.

650 ft., per lb. .... 0 13

600 ft., per lb. .... 0 12

550 ft., per lb. .... 0 10½

500 ft., per lb. .... 0 09½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

**TWINE (COTTON)** 5-lb.

5-ply and up ..... 0 28½

4-ply, London, 35c ..... 0 35

3-ply, London, 32c ..... 0 34

**TUBES**

Boiler Tubes, Lapwelded.

100 ft., 2 in. .... 17 50

100 ft., 2½ in. .... 23 00

100 ft., 3 in. .... 27 00

100 ft., 3½ in. .... 32 00

100 ft., 4 in. .... 40 00

**TUBS** Samson Galvanized

No. 1, doz., net ..... 13 20

No. 2, doz., net ..... 15 60

No. 3, doz., net ..... 17 40

**Hercules**

No. 4 ..... 12 40

No. 5 ..... 13 83

No. 6 ..... 15 40

**Common Galvanized**

No. 0, doz. .... 8 33

No. 1, doz. .... 11 16

No. 2, doz. .... 12 15

No. 3, doz. .... 13 86

**Per nest**

Nests of 3—0. 1 and 2 .....\$2 32

Nests of 3—1. 2 and 3 ..... 2 05

Nests of 4—0. 1. 2. and 3 ..... 2 95

**WOOD TUBS**

No. 0, per doz. .... 11 00

No. 1, per doz. .... 9 50

No. 2, per doz. .... 8 00

No. 3, per doz. .... 7 00

Less 15 p.c. Ont., \$20.00 lots.

**VALVES, ETC.**

Ground work, 56 p.c.

Stand, compr. work, 65 p.c.

High grade compr. work, 59 p.c.

Cushion work, 50 p.c.

Fuller work, bibs, 58 p.c.; No. 0

basin cocks, 58 p.c.; and 1 and

2 basin cocks, 52 p.c.; bath

bocks, 64 p.c.

Flatway stop and stop and waste

cocks, 60 p.c.; roundway, 60 p.c.

J. M. T. Globe, Angle and Check

Valves, 35 p.c.; Standard, 45%.

J. M. T. Radiator Valves, 50 p.c.

Standard, 57½; patent quick

opening valves, 70 p.c.

**WARE, COPPER AND NICKEL**

Copper boilers, kettles, 10%.

Copper tea and coffee pots, 10%.

Copper boiler and tea kettle pitts,

plus 10%.

**WARE, JAPANNED**

Colored, 22½%; Coal hods, 17½%

**WARE, ENAMELED**

Scotch grey, 65, 10%.

White ware, 66 2-3%.

White decorated, 12½%.

Colonial, 50, 12½%.

Premier, 40%.

Hollow ware, tinned steel, 30%

off.

Enameled street signs, on ap-

plication.

**WARE, GALVANIZED.**

Dufferin pattern pails, list.

English pattern, list.

Galvanized washtubs, list.

Galvanized coal hods, plus 10%.

Other lines, list.

**WARES, JAPANNED.**

Japanned ware, 22½%.

Japanned ware, white, 17½%.

Japanned feed pans, 25, 5%.

**WARE, TIN, PIECED**

Discount, 17½%.

6, 10 and 14-qt. flaring pails,

17½%.

Copper bottom tea kettles and

boilers, list.

**WARE, STAMPED.** Plain 66 2-3%.

Retinned, 60-10%.

Tinners' trimmings, plain,

66 2-3%.

Tinners' trimmings, retinned,

60, 10%.

Tinners' trimmings, general,

27½%.

**WASHERS, IRON.**

Full box, 25%; smaller lots,

25%, assorted. Price less 50 lbs.

add 1c lb.; loss 25 lbs., 2c lb.

**WEIGHTS, SASH.**

Sectional, 1 lb., per 100 lbs.. 1 95

Sectional, ½ lb., per 100 lbs. 2 50

Solid, 3 to 30 lbs., per cwt. 1 60

**WEIGHTS, HORSE.** 5c lb.

**WHEELBARROWS.**

Navvy, steel wheel, doz....\$1 25

Gardner, steel wheel, doz.... 43 20

Light garden, each ..... 2 50

Heavy garden, L-side each. 3 75



# M-U-N-R-O

is the name to remember when ordering Dry Colors.  
It ensures satisfaction for you and your customers.

**REDS - GREENS - YELLOWS**  
**BLUES - PARIS GREEN**

*Made in Canada by*

**The Allan Munro Color Company, Limited, Montreal**

# FERRIC RED

A positive and permanent Red, beautiful, rich in color, covers well, works easily, is all that could possibly be desired in paint for Barns, Roofs, Fences, Bridges, etc. The price is right and permits of handsome profits.

Made by

**A. Ramsay & Son Company**

Established 1842

**TORONTO**

**MONTREAL**

**VANCOUVER**

*If interested, tear out this page and keep with letters to be answered.*



# Paints, Oils, Varnishes, Glass, Etc.

## ALABASTINE

2½ lb. packages, \$6.80 per 100 lbs.; 5 lb. packages, \$6.60 per 100 lbs.

## BEESWAX

Small quantities, per lb. 0 50  
Larger quantities, per lb. 0 45

## BLUE STONE

Montreal Toronto  
Per lb. 0 14 0 16  
London, 20.

## BRONZING LIQUID

Bronzing liquid, No. 1 \$1 30  
Banana oil, gal. 3 75

## BRUSHES

Weighted, 15 lbs., doz. \$16 13  
Weighted, 20 lbs., doz. 18 50

## COATING

Cement Coating \$2 55 2 40

## COLORS (DRY)

Per lb.  
Raw Umber, 100 lb. keg. 5-12c  
Burnt Umber, 100 lbs. 5-12c

Raw Sienna, 100 lb. kegs. 5-12c  
Burnt Sienna, 100 lb. kegs. 5-12c

Imp. green, 100 lb. kegs. 0 22

Chrome green, pure 0 35

Chrome yellow 0 31

Brunswick green, 100 lb. k. 0 12

Indian red, 100 lb. kegs. 0 12

Indian red, No. 1, 100 lb. k. 0 05

Venetian red, best bright. 0 04

Venetian red, No. 1 0 02

Drop black, pure dry 0 25

Golden ochre, 100 lb. kegs. 0 06

White ochre, 100 lb. kegs. 0 03

White ochre, barrels 0 02½

Yellow ochre, barrels 0 02¾

Spruce ochre, 100 lb. kegs. 0 03½

Canadian red oxide, bbls. 0 01½

Super magnetic red 0 02

## COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13

Indian red 0 18

Chrome yellow, pure 30-35

Golden ochre, pure 0 18

French spruce ochre, pure 0 15

Chrome green, pure 15-22

French permanent green, pure 0 20

Signwriters' black, pure. 0 24

Marine black, 25-lb. Irons 0 07

Lampblack 0 21

## DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

## ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 50

Anchor Floorlustr 2 10

O.P.W. Sunshine White 4 10

Old Dutch Enamel 4 00

Jas-per-lac floor enamel 1 90

Jas-per-lac art enamel 3 10

Martin's Enamel 4 25

Mooramel 4 35

## FILLER

Luxeberry Enamel \$5 00

Screen Enamel, BB. 1 65

## FORMALDEHYDE

Per bbl.  
Demi-johns, 50 lbs. 0 15½

\$1.10 for demi-john extra.

## GLUE

Per lb.  
French medal 0 20

English common sheet 0 25

English prima 0 25

White pig'sfoot 0 23¾

Perfection amber, ground, No. 1230 0 20

Cake, bone, 112-lb. bags. 0 12

Hide, 112 lb. bags 0 35

Gelatine, 112 lb. bags 0 45

Ground glues, 112 lb. bags—

No. 1 0 20

Extra 0 18

Dreadnought, lb. 0 14½

## GLASS

(TORONTO QUOTATIONS)

Size United Inches Star Diamond

Under 25 \$7 80 \$11 90

26 to 24 8 15 12 85

25 to 40 8 50 13 60

41 to 50 11 75 15 50

51 to 60 12 15 15 85

61 to 70 13 10 16 80

71 to 80 14 75 18 35

81 to 84 22 75 22 75

85 to 90 24 35

91 to 94 25 00

95 to 100 29 00

101 to 105 32 00

106 to 110 37 00

Discount, 20%; 50 cases and over, open.

## MONTREAL QUOTATIONS

Country Base Price

United Inches Star Diamond

Up to 25 \$7 80 \$11 90

26 to 34 8 15 12 85

35 to 40 8 50 13 60

41 to 50 11 75 15 50

51 to 60 12 15 15 85

61 to 70 13 10 16 80

71 to 80 14 75 18 35

81 to 85 22 35

86 to 90 24 35

91 to 95 25 00

96 to 101 29 00

101 to 105 32 00

106 to 110 37 00

Discount, 20%.

## GLASS PLATE

Montreal:

City, 25 and 5% off list.

Country discount, 20 and 5% off list, delivered.

City discount, 20 and 5% off Toronto.

Country discount, 20 and 5% off list delivered.

F.o.b. warehouse on orders up to \$75 gross list value. Orders over \$75 delivered free.

## GLAZIERS' POINTS

Zinc coated, 18c per lb.

Zinc, pure, prices withdrawn.

## WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots:

Montreal Toronto

"Anchor Pure" \$12 30 \$13 45

O.P.W. Decorators' Pure 13 30 13 45

Crown and Anchor 13 30 13 45

Crown and Anchor. 13 30 13 45

Crown Diamond Pure 13 30 13 45

Elephant Genuine. 13 60 13 75

Green Seal 13 20 13 45

Moore's Pure White Lead 13 30 13 45

O.P.W. Decorators' Pure 13 30 13 45

O.P.W. English 13 75 13 70

Painters' Perfect. 12 55 13 00

Ramsay's Pure Lead 13 30 13 45

Tiger Pure 13 30 13 45

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. \$15

Montreal and \$15.15 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. \$17 less than ton lots. Ton lots less 5 p.c.

## LEAD (RED DRY)

Genuine, 500-pound casks, per cwt. 13 50 13 50

Genuine, 100-pound kegs, per cwt. 13 87½ 13 87½

Less quantity 0 13

## LEAD ARSENATE OF

Per 100 lbs. Dry Paste

1-lb. bottles \$35 00 \$21 00

2-lb. bottles 18 00

5-lb. bottles 31 00 14 00

10-lb. bottles 29 00

25-lb. irons 25 50 13 00

50-lb. irons 12 50

100-lb. irons 24 00 11 75

200-lb. irons 11 00

Barrels 11 00

F.o.b. Toronto, Montreal and Hamilton.

## MURESCO

Tints in 5 lb. packages, per 100 lbs., \$5 40.

## LINSEED OIL

For prices see weekly report.

## PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "Eng-

lish" white 2 65

"English," ordinary colors. 2 50

Benjamin Moore's "Egyp-

tian" Brand 1 80

Canada Paint Co.'s Pure 2 65

Crown Diamond 2 35

Crown Diamond, floor 2 00

Elephant 2 35

Frescotone, white 2 50

Frescotone, colors 2 40

Jamieson's Crown and An-

chor 2 00

Jamieson's Island City 2 05

Martin-Senour 100% Pure 2 50

Minerva, white 2 55

Minerva, ordinary colors 2 40

Moore House Colors 2 10

O.P.W. Canada Brand, Pure 2 20

O.P.W. Canada Brand, Floor 2 10

O.P.W. Canada Brand, Flat

Wall 2 10

Ramsay's Pure 2 30

Ramsay's Thistle 1 70

Stephens' House Paint,

(Wpg.) 2 55

Stephens' Floor Paint

(Wpg.) 2 25

Senour's Floor Paint 2 20

Senour's Porch Paint 2 50

Sherwin-Williams 2 50

Flat tone 2 40

## PARIS GREEN

Mun. C.P. Ber-

ro's Co. gers

600-lb. bbls. 42¾ 38¾ 39¼

250-lb. kegs. 45 39 39¾

100-lb. drums 44 40 40¾

50-lb. drums 44 40 40¾

25-lb. drums 44¼ 40¼ 41

1-lb. 100s. pkgs. 46¾ 42¾ 43

¼-lb. 100s. 48¾ 44¾ 45

1-lb. 100s. tins 47¼ 43¼ 46

Prices f.o.b. Toronto, Hamilton and London.

## PARIS, PLASTER

Per bbl. \$2.25-\$1.50

## PRIMER

Luxeberry Primer 2 25

## PASTE WOOD FILLER

1 lb. cans 0 11

2 lb. cans 0 11

5 lb. cans 0 09

10 lb. cans 0 08½

25 lb. cans 0 08

100 lb. kegs 0 07

¼ barrels 0 06½

Barrels 0 06

## PUTTY

Standard

Montreal Toronto

Bulk, in casks 2 70 2 80

Bulk, 100-lb. drums 2 90 3 00

Bulk, 25-lb. drums. 3 00 3 10

Bladders, in bbls. 3 30 3 40

Pure Putty, 70c cwt. advance.

## SHELLAC

Gum, 34c lb.; finest orange,

42c lb.; finest white, 46c lb.

## TAR (PINE TAR)

Half pint tins, per doz. 0 65

Pint tins, per doz. 1 10

London, pints, 85c doz.

## PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10

Cumoff 2 10

Dreadnought, gal 2 75

O.P.W. Presto 2 25

Lingerwett 2 65

## TURPENTINE

Montreal Toronto

See weekly report for prices.

## SLATING

Gal. \$3 00

Liquid Slating, B.B. Gal.

STAINS

Oil and Spirit, Berry Bros. \$2 73

Water Stains, Berry Bros. 1 05

Berrycraft, stain finish 2 80

Creo-lac 0 85

C.P. Oil Stains 1 98

Sun Varnish Stains 2 20



# For Every Purpose Where Varnish is Required

Sell your customer

## UNIVERNISH

Gives excellent results wherever it is used—It's as good for pianos as it is for floors, and it's guaranteed to give satisfaction, no matter where it is used—interior or exterior, motor boats or automobiles, tables or woodwork—chemicals won't hurt it, boiling water has no effect upon it, and it never turns white under any conditions.

Put up in all sizes from quarter pints up—Get a counter display case to-day.

Manufactured only by

### The Dougall Varnish Co., Limited

305 MANUFACTURERS STREET

MONTREAL

RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

### THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

*If interested, tear out this page and keep with letters to be answered.*



# Winnipeg Hardware Quotations

## AMMUNITION

Powder, per keg, \$11.00.  
Shot, soft, per cwt., \$15.25;  
chilled, \$16.75; buckshot, \$16.05;  
ball, \$16.45.

## ANVILS

Peter Wright, 80 lbs. and up,  
14½¢ per lb.; clip horn, 15½¢.  
Norris, 41 to 56 lbs., 15¢; 57 to  
70 lbs., 13½¢; 71 to 83 lbs., 12½¢;  
84 lbs. and over, 12¢.

## AXES

H. B., 1 lb., \$7 per doz.; 1½  
lbs., \$7.40; 2 lbs., \$7.75; 2½ lbs.,  
\$8.50; 3 lbs., \$8.75; 3½ lbs. and 4  
lbs., \$9.50; H. B. Handled Axes, 2  
lb., \$10; 2½ lb., \$10.75; 3 lb., 3½  
lb. and 4 lb., \$11; Black Prince  
Axes, unhandled, \$9.00; Black  
Prince Axes, handled, \$11.50;  
lb. and 4 lb., \$11.75; Black Prince  
Bench axes, 35 p.c.; broad axes,  
5 to 7½ lbs., \$28 per doz.; 7½ to  
9 lb., \$20.80.

**BAR, CROW.** \$5 per 100 lbs.

## BAR IRON

Bar iron, \$3.35; Swedish iron,  
\$5; sleigh shoe, steel, \$3.50;  
spring steel, \$4; machinery  
steel, \$4.50; tool steel, Black  
Diamond, 100 lbs., \$10.25; Brit-  
tain Brand Tool Steel, \$8.50.

## BELTING

Rubber, 6 in. and under, 50 and  
10%; over 6 in., 50%.  
Agricultural leather belting,  
66-2-3 p.c. off list.

Standard, 50 and 5 p.c. off list.  
The "double" list is just twice  
the price of "single."

## BELT LACING

In sides, tanned, \$1.20 per lb.;  
cut, \$1.35 per lb.; rawhide, sides,  
\$1.15; cut, \$1.50.

## BOLTS

Carriage, % and smaller,  
30%; 7-16 and larger, 15%; ma-  
chine, % and under, 30%; 7-16  
and over, 20%; machine set  
screws, 55%; plough bolts, 20%;  
nuts, small lots, 1¼¢ advance  
over list; case lots, ¼¢ advance  
over list; stove bolts, 60%; shaft  
bolts, 20%; tire bolts, 35%;  
sleigh shoe bolts to %, 20%; 7-16  
and up, 15%.

**BORAX.** Borax, per lb., 12¢.

## BUILDING PAPER

Tarred, \$5¢ to \$1.45 per roll,  
cording to quality; plain, 55¢ to  
\$1.25.

## CHAIN

Coil, 3-16 in., \$10.75; ¼, \$8;  
5-16, \$7.10; %, \$6.25; 7-16, \$6;  
¾, \$5.75; 9-16, \$5.75; %, \$5.65; ¼,  
\$5.50; Logging, 5-16, 7½¢; %, 6½¢;  
tie out, 75 p.c.

## CHURNS

Barrel, No. 0, \$5.60; No. 1,  
\$5.60; No. 2, \$6.25; No. 3, \$6.90;  
No. 4, \$8.15 each

**CLEAVISES, MALL.** 8½¢ per lb.

## CLIPPERS

Stewart's 25 p.c. off Canadian  
list.

## COPPER

Sheet and planished copper,  
60¢ per lb. Tinned, 47¢; Braziers'  
soft copper, 10-24 ft., 26¢; 27½¢.  
Soldering irons, 55¢ base.

## DRILLS

Bit stock, 45 p.c.; Blacksmith,  
½ in. round shank, 40 p.c.  
Eavestrough, 8 in., per 100 ft.,  
\$3.70; 10 in., \$4.50; 12 in., \$5.50.  
Conductor pipe, 2 in., per 100  
ft., \$4.50; 3 in., \$5.25; 4 in., \$6.50.

## ENAMELWARE

Canada, 33 1-3; Imperial, 50,  
2½; Premier, 33 1-3; Colonial, 50,  
2½; white, 60, 7½; diamond,  
33 1-3; pearl, 50, 2½ per cent.

## FINITURES

Star hollow ware, No. 3, \$1.

Galvanized ware, heavy, 25 and  
2½ p.c. light, 25 and 12½ p.c.

## FORMALDEHYDE

400-lb. bbls., 17¢ lb.; 125-lb. kegs,  
18¢ lb.; 10-lb. jugs, \$2.15 each; 24-  
oz. bottles, \$4.35 doz.; 12-oz. bot-  
tles, \$2.25 doz.

## FERRULES AND RINGS

30 per cent. off.

**FILES.** Nicholson's 57½ p.c.

## GALVANIZED WARE.

10% advance on net list, except  
heavy tubs and heavy pails,  
which are net list.

**GLASS, WINDOW** Single Double  
Up to 25 in. .... 6 75 10 25  
26 to 40 ..... 7 50 11 75  
41 to 50 ..... 10 00 13 25  
51 to 60 ..... 10 50 14 00  
61 to 70 ..... 11 25 14 75

## GLASS (Plate)

30 p.c. off f.o.b. Regina, Winni-  
peg, Calgary and Edmonton.

## GRINDSTONES

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

## HINGES

Light T and strap, 35 p.c.  
Corrugated Strap Hinges — 4,  
\$1.05; 5, \$1.45; 6, \$2; 8, \$3.20; 10,  
\$4.75; 12, \$7.20.

Corrugated Tee Hinges — 4,  
\$1.25; 5, \$1.90; 6, \$2.35; 8, \$4.15;  
10, \$5.90; 12, \$8.35.

## HORSESHOES

Iron, No. 0 to 1, \$4.90; No. 2  
and larger, \$4.65; snowshoes, No.  
0 to No. 1, \$5.15; No. 2 and  
larger, \$4.90; steel, No. 0 to 1,  
\$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

## JACKSCREWS

55 per cent. off list.

**KNOB.** Door, 307, \$1.35.

## IRON BAND.

½ in., \$3.80; 1¼, \$3.80; 1 in.,  
\$3.90. Apollo and

**IRON GALVANIZED** "Fleur

Premier de Lis"

10½ oz. or 28 Eng...	7 00	7 00
28 Am. or 26 Eng...	6 75	6 75
26 Am. or 26 spec...	6 45	6 45
24 .....	6 05	6 05
22 .....	5 95	5 95
18 and 20 .....	5 75	5 75
16 Am. ....	5 60	5 60
14 Am. ....	5 60	5 60

## IRONS, SAD

Common Sad Irons, 8 lbs.,  
6¢ per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set .... 0 95

Mrs. Potts No. 50 set .... 1 00

Mrs. Pott's common sad iron

handles, 85¢ dozen. Mrs. Pott's

Improved, \$1.10 a dozen.

## LAMP CHIMNEYS

A, per case 8 doz., \$4; per doz.,

75¢. B, per case 6 doz., \$4.10; per

doz., 75¢.

## MANTENS

No. 2, plain ..... 8 25

No. 20, X-ray ..... 12 00

No. 22, Dash-board ..... 10 75

Trullite, short globe, doz... 8 25

**LEAD PIPE.** \$13.40.

**LEAD WASTE.** \$14.40.

## LINSEED OIL

Raw, per gal., 95¢; boiled, per

gal., 98¢.

These prices are for barrels.

Less amounts 5¢ per gal. extra,

with additional charges for cans,

etc.

## MATTOCKS

Pick, \$6.25; cutter, \$6.25.

## NAILS

Wire, f.o.b. Fort William, \$3.85

base; Winnipeg, \$4.25 base. Cut,

f.o.b. Winnipeg, \$4.20.

## NAILS, HORSE

Capewell, 10 per cent off list.

**NETTING.** Poultry, 40 per cent.

Banner Netting, 24 in., \$2.65;

36 in., \$3.35; 48 in., \$3.90; 60 in.,

\$4.65; 72 in., \$5.35.

## NUTS

Square, small lots, 1¼¢ advance

over list; case lots, ¼¢ advance

over list; Hexagon, small lots,

1¼¢ advance over list; case lots,

¼¢ advance over list.

## OIL CANS

Gal-  
Tins varnized

½ gal., dome top....\$2 75 \$...

1 gal., dome top .... 3 35 4 25

2 gal., dome top .... 5 17 6 75

5 gal., dome top .... 8 24 14 85

## OILS

"Buffolite," 20c; Ideal Thresher,  
35c; "B" Castor machine oil, 30c;  
Buffalo Engine gasoline, 32½¢;  
Buffalo "A" gas engine oil, 45c;  
Royal gasoline, 32c; Family  
Safety coal oil, 19½¢; "Engo-  
line" engine coal oil, 15¢; Sum-  
mer Black oil, 19c; Kelso engine  
oil, 45c; Silver Star oil, 16¢;  
Royalite oil, 17c; Standard gas  
engine oil, 42c; Prairie Harvester  
oil, 40c.

## DRY COLORS

Yellow ochre, in bbl. lots, 3c;  
less than barrel lots, 4c; golden  
ochre, barrels, 4c; less than  
barrels, 5c; Venetian red, barrels,  
\$2.50; less than barrels, \$3.50;  
American vermilion, 20c; Eng-  
lish vermilion, 3¢ per lb.; Cana-  
dian metallic oxides, barrel lots,  
3½¢; English purple oxide, in  
casks, 3½¢; less quantities, 4c  
per lb. Red lead, kegs, \$14; 15  
lb. for less.

**PICKS** Clay, 6-7, \$6 per dozen.

## GALVANIZED IRON PIPE

½ in., \$6.25; ¾ in., \$6.35; 1  
in., \$6.70; ¾ in., \$8.25; 1 in.,  
\$12.15; 1¼ in., \$16.50; 1½ in., \$20;  
2 in., \$27.20; 2½ in., \$43.05; 3 in.,  
\$56.30.

## IRON PIPE

Black, ¼, \$3.78; ¾, \$3.87; ½,  
\$4.95; ¾, \$6.04; 1, \$9; 1¼, \$12.00;  
1½, \$14.49; 2, \$19.44; 2½, \$30.70;  
3, 40.14; 3½, \$48.33; 4, \$57.25; 4½,  
\$71.73; 5, \$83.61; 6, \$108.45.

Above prices are under revision.  
New prices will be about 5%  
lower.

**PLASTER,** Paris, per bbl., \$3.75.

## PARIS GREEN

In 1-lb. pkgs., full cases, 44c  
lb.; less, 44c lb. In ½-lb. pkgs.,  
full cases, 46c lb.; less, 46½c lb.

## PLATES, CANADA

Half polish, 6-7 inch, \$4.75; 8  
inch, \$5; full polish, 6-7 inch,  
\$5.75; 8 inch, \$6; Black sheets,  
\$4.90; 8 inch, \$5.15; Black sheets  
— 23, \$5; 26, \$4.85; 18-24, \$4.75;  
16, \$5.35; 14, \$5.25; 12, \$5.35; 10,  
\$5.25.

**FLOW SHARES.** 10¢ per lb.

## POINTS

Landslide plow, 1½ x 14 in.,  
\$1.75 per dozen.

## PURTY

100-lb. irons ..... 3 25

25-lb. irons, per cwt. .... 3 50

1½-lb. tins ..... 0 07

## RIVETS AND BURRS

Iron rivets, 30 per cent; cop-  
per, No. 7, 66c lb.; No. 8, 66c;  
No. 9, 67c; No. 10, 71c; No. 12,  
75c.

Five-lb. assoter boxes, No. 8  
gauge, 74c lb.; No. 10 gauge, 79c  
lb.

Copper Burrs, No. 7, 65c; No.  
8, 66c; No. 9, 68c; No. 10, 71c;  
No. 12, 76c.

## ROPE

Sisal, 16½¢ base; pure Manila,  
24¢ base; British Manila, 19c  
base; lath yarn, 16½¢ base; Afri-  
can hemp, 19c base; cotton rope,  
¾ and over, 31½¢.

Tarred Marline Hanks, per

lb., 31c.

**SASH BALANCES** (Caldwell.)

33 1-3 per cent. off.

## SAWS, BUCK

Happy Medium and Watch  
Spring, \$5; Lance Tooth or  
Lightning Blades, \$4.70; New  
Century, \$6.30.

## SCALES

Same form as Toronto quota-  
tions, making discounts in all  
cases 5 per cent. less. All quota-  
tions f.o.b. Winnipeg.

## SCREWS

Bright iron, round head, 70 p.  
c.; flat head, 75 p.c.; round head,  
brass, 35 p.c.; flat head, brass,  
27½%; coach, 40%.

## SHEET ZINC.

Any lots, 30c.

Black Steel Sheets

10 gauge .....	5 00
12 gauge .....	5 10
14 gauge .....	5 00
16 gauge .....	5 10
17-24 gauge .....	4 50
26 gauge .....	4 60
28 gauge .....	4 75

## SHOVELS AND SPADES

Shovels (polished) Fox and  
Olds, \$8.90; Bulldog and Jones,  
\$10.50; Black, 50c per dozen less;  
Spades same as shovels. Scoops,  
Black Cat, Crescent, No. 6, \$10.25;  
No. 8, \$10.90; No. 10, \$11.60;  
Jones socket scoops, Moose  
Scoops, No. 6, \$11.20; No. 8,  
\$11.30; No. 10, \$12.55.

**SOLDER** Per pound, 30 to 31c.

## SPIKES

Pressed, ¼ in., \$4.65; 5-16,  
\$4.30; ¾, \$4.10; 7-16, \$3.95; ½,  
\$3.90.

## STAPLES

Bright wire, per cwt., \$3.90 at  
Fort William, \$4.30 Winnipeg;  
galvanized staples, \$4.70 Fort  
William, \$5.10 Winnipeg.

## STEEL

Sleighshoe, \$3.50 base per cwt.;  
plow, common, \$5.50; crucible  
plow, \$6.60; angle, \$4; harrow,  
\$3.25 base; east, octagon tool  
steel, 10½¢ base; square tool,  
11½¢ base; spring, \$1; machine,  
\$4.50 base; tire, \$4.

## STEEL BLACK SHEETS

10 gauge, \$5; 12 gauge, \$5.10;  
14 gauge, \$5; 16 gauge, \$5.10;  
17 to 24 gauge, \$4.50; 26 gauge,  
\$4.60; 28 gauge, \$4.75.

## STEEL HOOPS

½ in., \$5; ¾ in., \$4.75; ¾ in.,  
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1¼  
in., \$4; 1½ in., \$3.75.

## STEEL SQUARES

40 per cent. off list.

**TACKS.** Carpet, 70-10% off list.

**TIES.** Cow, 40 per cent.

## TIN AND TIN PLATE

Block tin, 58¢ per lb. Per Box  
20 x 28 I.C. .... \$13 50  
20 x 28 I.X. .... 15 00  
Terne Plates ..... 11 00

## TURPENTINE

Per gal., barrel lots, 80c.

## VISES

Peter Wright's solid box vises,

45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under,

\$7.50 each; over 45 lbs., 18c lb.

## WASHERS

Iron, small lots, 25 p.c. + 75c;

full boxes, iron, 30 p.c. + 75c.

## WHITE LEAD

Decorators' pure, ton lots,

\$14.05





## Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches, lengths up to 60 feet.

## BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

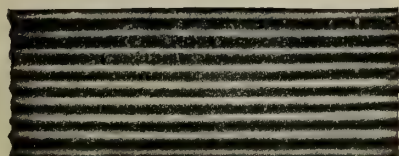
SEND FOR MONTHLY STOCK LIST.

**Manitoba Bridge & Iron Works,**  
WINNIPEG MANITOBA LIMITED

**MAX**

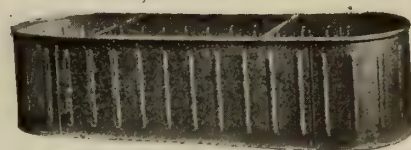
**TRADE MARK MEANS**

**Business for Western Canadian Merchants  
and Quality for Western Canadian Buyers**

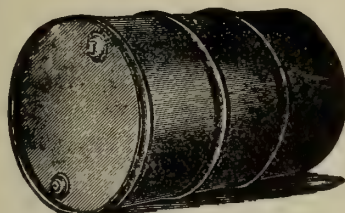


MAX Brand Corrugated Sheets  
Galvanized or Painted.

Full weight, properly corrugated to give ample lap with minimum loss, well protected with adequate coating.



Stock Troughs, Round End and Circular. This construction appeals to buyers because it gives adequate service. Made to last.



Gasoline Barrels, Shipping, Storage, Half, all ready sellers with a nice profit.

*Handle these lines and you will find it easy to hold your trade. Catalogue No. 216 is an efficient help to close sales.*

**WINNIPEG CEILING & ROOFING CO., Limited**

Western Canada's Only Makers of a Complete Line.

P.O. Box 3006

WINNIPEG, MAN.

*If interested, tear out this page and keep with letters to be answered.*





# TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.



**Trulite**

The Original  
Short Globe  
Lantern.

Made only by

**Ontario Lantern & Lamp Co.,**  
HAMILTON, CANADA Limited



"BEST'S" No. 21 WEATHER STRIP  
Double Felt  
and Zinc.



Write for Sam-  
ples and Prices  
Best Weather  
Strip Co., Ltd.  
Hamilton  
Ont.



Bath Room Fittings  
and  
Auto Accessories

are guaranteed.

**KINZINGER, BRUCE & CO., LTD.**  
Niagara Falls, Canada



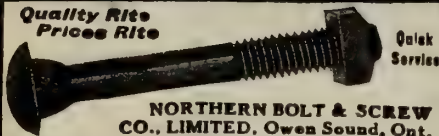
THE  
STURDY  
ASH SIFTER

Best Sifter. Best Price

Collins Manufacturing Company, Toronto

**BOLTS, RIVETS, WIRE & WIRE NAILS**

Quality Rite  
Prices Rite



Quick  
Service

**NORTHERN BOLT & SCREW  
CO., LIMITED.** Owen Sound, Ont.

**HOUSE NUMBERS**

Drop a card for prices and particulars  
**HAMILTON STAMP & STENCIL WORKS, LTD.**  
HAMILTON, ONT.



**"CONDOR"**

—the name that means quality  
and service in lamps—more light,  
less current. A money-saver, a  
money-maker. Write

**The Basters, Jackson Co.**  
22 College Street, TORONTO



**FOOD CHOPPERS**

Knives and plates made from  
wrought Swedish steel of finest  
quality. These choppers may be  
had tinned all over or enamelled  
white inside and japanned red  
outside. Stock carried.

**F.W. LAMPLOUGH & CO.**  
Unity Bldg., Montreal



**Hardwaremen**

You should stock a James  
Bros. Feed Cooker. Write  
for circular and prices to

**James Bros. Foundry**  
PERTH, ONT.

**The PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Cop-  
per Burrs, Bifurcated and Tubular  
Rivets, Wire Nails, Copper and Steel  
Boat and Canoe Nails, Escutcheon Pins,  
Leather Shoe and Overshoe Buckles,  
Felloe Plates.

**This may be your chance**

An excellent opportunity may be  
awaiting you. Look at the Want Ad.  
page of this week's Hardware and  
Metal and see if it is mentioned there



**Winter is Coming**

Weatherstrip wanted for  
doors. Specify Swan  
Brand. Made of solid  
oak, and best green felt.  
Comes ready to put up.

**SWAN MFG. CO.**  
Winnipeg

SEE PAGE 77 OF THIS ISSUE.

IT WILL INTEREST YOU.

**THE  
BEST  
BRAND**

**WAGON AND CARRIAGE WOODS**

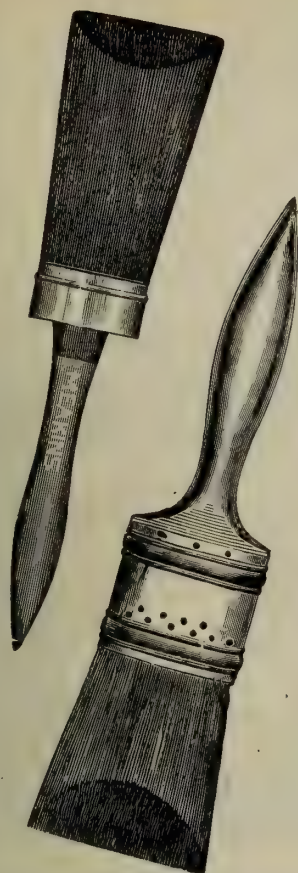
BAR IRON AND STEEL—HORSE SHOES, NAILS AND CALKS  
IMPLEMENT REPAIRS—CRESCENT PLOWSHARES

**D. Ackland & Son, Limited, Winnipeg, Calgary**

TRADE  
**D&S**  
LTD  
MARK

If interested, tear out this page and keep with letters to be answered.





## Put Our Catalogue on Your Sales Staff

Suppose you put our catalogue into the hands of some customer and say to him or her—"Just look through this catalogue. Perhaps you will see illustrated a brush or brushes that you much want."

The chances are that the customer will come across several brushes that would be profitable to have and that you will get a special order. That is: you make sales without stock.

## THE MEAKINS BRUSH CATALOGUE

Can this be made a first-class salesman to whom you do not have to pay a red cent of wages?

We make brushes of a hundred kinds. For artists, furnaces, bannisters, cornice, gun barrel, bottles, radiators, stables, automobiles, cream separators, butchers, etc., etc., etc.

So, you can see how suggestive and valuable our catalogue is.

Send for a copy and set it to work in the manner described.

## MEAKINS & SONS, LIMITED

HAMILTON, ONTARIO

Warehouses :

WINNIPEG

LONDON

TORONTO

MONTREAL

## WIRE NAILS

IN STEEL HOOP KEG.

## WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY  
NETTING STAPLES

## WIRE

Bright, annealed, coppered stove pipe,  
liquor finished, square, etc.

**THE LAIDLAW BALE-TIE COMPANY, LIMITED**

HAMILTON, ONTARIO

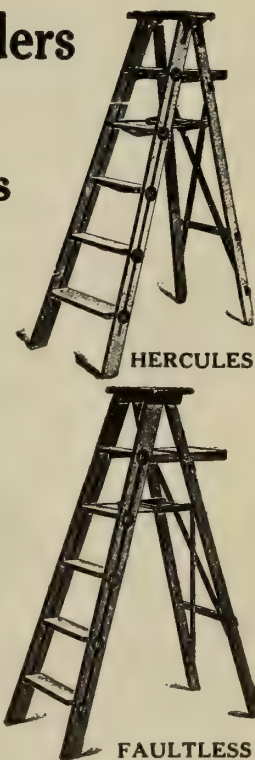
A. T. DIGGINS, Stair Bldg., Toronto, Ont.  
H. E. O. BULL, Montreal, Que.  
HARRY F. MOULDEN, Winnipeg, Man.  
GEO. W. LAIDLAW, Vancouver, B.C.

## Two Good Ladders The Hercules The Faultless

The **HERCULES** is absolutely the strongest and safest stepladder made. Will carry a weight of 3,000 lbs. Steps and top wide and strongly trussed.

The **FAULTLESS** is a great favourite with electricians, plumbers, painters and paper hangers, because it is so reliable. Has wide steps and is very strongly and carefully made.

Our catalogue describes these ladders at greater length and illustrates other ladders and woodenware specialties. Send for it. It is useful and can be made profitable.



HERCULES

FAULTLESS

**The Stratford Mfg. Co., Limited**

STRATFORD, CANADA

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# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

**SEYMOUR SHEARS**  
have been the  
Standard for over  
eighty years

TAILOR SHEARS  
TRIMMERS  
BANKER SHEARS



BARBER SHEARS  
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

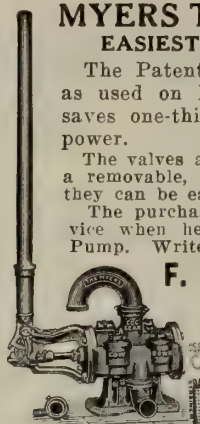
Selling Agents, WIEBUSCH & HILGER, Limited, New York  
A. MacFARLANE & CO., Montreal  
Canadian Agents.

## MYERS TANK PUMPS EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



**F. E. Myers & Bro.**

Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

The more  
your customers  
know about babbitt  
the better they like the

Made in the  
West by  
**OWL METAL  
CO., LTD.**  
WINNIPEG

**OWL  
BRAND**



## OAKEY'S

The original and only  
Genuine Preparation  
for cleaning Cutlery

'WELLINGTON'

## KNIFE POLISH



**JOHN OAKEY & SONS Limited**

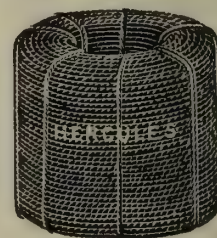
Manufacturers of

Emery, Black Lead, Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

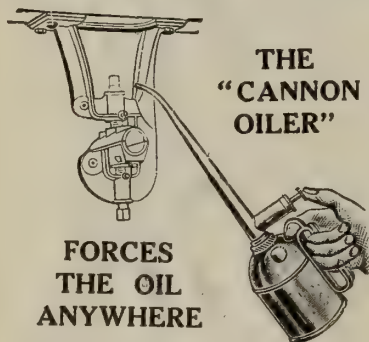
## SASH CORD

THE BEST MADE



Star Brand Cotton Rope.  
Star Brand Cotton Clothes Line.  
Star Brand Cotton Twine.  
WHOLESALE DEALERS SELL THEM

THE  
"CANNON  
OILER"



FORCES  
THE OIL  
ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. A sure good sale and splendid profit. Order it now.

**R. E. BLOOMER**  
KEITHSBURG, ILL.

**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**



THE HOE  
OF ALL  
HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

**SCHOENER MFG. COMPANY**  
St. Cloud, Minn.  
Sold by all jobbers.

Kindly Mention This Paper When Writing Advertisers.



Auger Bits,  
Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

# LET US QUOTE YOU

# IRON AND STEEL

# HARDWARE TOOLS

# WILKINSON AND KOMPASS

TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



**THE PROGRESSIVE MANUFACTURING CO.**  
Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**THE THOS. PINK COMPANY, LIMITED**  
Manufacturers of Lumber Tools  
**PEMBROKE - - - ONTARIO**

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

Improved Patent Flush Handle



For Prices, Catalogues, etc., apply to

**F. H. SCOTT, 404 Coristine Bldg., Montreal**

## CHESTERMAN'S

## MEASURING TAPES

Linen, Metallic and Steel

TRADE



MARKS

CONSTANTIA



TREBLE



Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

You can talk across the continent for two cents per word with a **WANT AD.** in this paper.

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It is a service we give free, and it is printed solely for the convenience of our readers.

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National Machinery & Supply Co., Hamilton.  
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Stanley Rule & Level Co., New Britain.  
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

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Winnipeg, Man.  
Cummer-Dowswell Co., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Walter Woods & Co., Hamilton.

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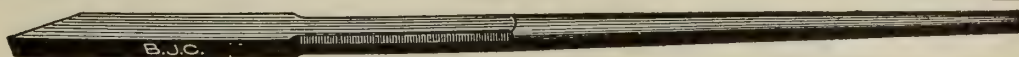
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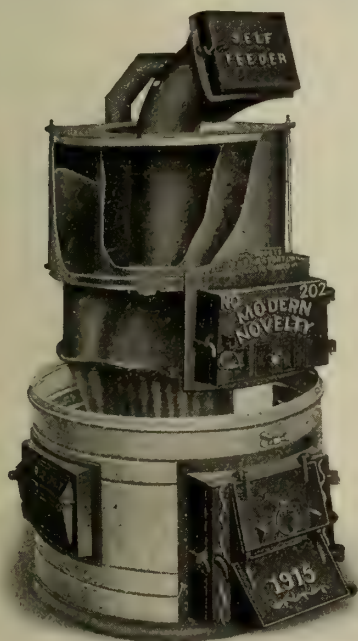
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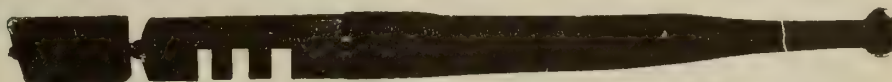
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Beatty Bros., Ltd., Fergus, Ont., and  
Winnipeg, Man.

**Lockers**

Canada Wire & Iron Goods Co.,  
Hamilton.

The Dennis Wire & Iron Works,  
London, Ont.

**Lumbering Tools**

Pink, Thos., & Co., Pembroke, Ont.

**Machine Knives**

R. H. Smith Co., Ltd., St. Cathar-  
ines, Ont.

**Mantles and Grates**

The Barton-Netting Co., Ltd., Wind-  
sor, Ont.

**Match Boxes, Waterproof**

Marble Arms & Mfg. Co., Gladstone,  
Mich.

**Mats, Rubber**

Canadian Consolidated Rubber Co.,  
Limited, Montreal, Que.

**Mechanics' Tools**

Goodell-Pratt, Greenfield, Mass.

Millers Falls Co., Millers Falls, Mass.

National Machinery & Supply Co.,  
Hamilton.

Pratt & Whitney Co., Ltd., Dundas.

Stanley Rule & Level Co., New  
Britain, Conn.

L. S. Starrett Co., Athol, Mass.

**Metals**

The British Aluminium Co., Ltd.,  
London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. C., & Co., Montreal.

Nova Scotia Steel & Coal Co., New  
Glasgow, N.S.

The Stanley Works, New Britain.

Tellman Brass & Metal Co., Ham-  
ilton.

Williams Bros. & Piggott, Ltd., Bir-  
mingham, Eng.

Metals

Elef Bros., Ltd., London, Eng.

**Metal Boxes, for Specialties**

Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

The Dennis Wire & Iron Works,  
London, Ont.

Metal Lockers

Canada Wire & Iron Goods Mfg. Co.,  
Hamilton.

The Dennis Wire & Iron Works,  
London, Ont.

Metal Shingles, Siding, Etc.

Metallic Roofing Co., Toronto and  
Winnipeg.

Pedlar People, Ltd., Oshawa.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co.,  
Winnipeg.

Metal Polish, Emery Cloth, etc.

Continental Oil Co., Winnipeg.

Oakey, John & Sons, London, Eng.

Metal Windows and Doors

Metallic Roofing Co., Toronto and  
Winnipeg.

Pedlar People, Ltd., Oshawa.

Winnipeg Steel Granary & Culvert  
Co., Winnipeg.

**Micrometers**

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

**Mitre Boxes**

Millers Falls Co., Millers Falls, Mass.

Stanley Rule & Level Co., New  
Britain, Conn.

**Monel Metal**

The International Nickel Co., New  
York, N.Y.

**Motorcycles**

Johnson's, Iver, Arms & Cycle Wks.,  
Fitchburg, Mass.

**Mop Wringers**

White Mop Wringer Co., Fultonville,  
N.Y.

**Nail Pullers**

Bridgeport Hdwe. Mfg. Corp., Bridge-  
port, Conn.

**Nails, Wire**

The British Aluminium Co., Ltd.,  
London, Eng.

Dominion Iron & Steel Co., Sydney.  
N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.



## Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to **HARDWARE AND METAL**. Let an advertisement on this page bring you together.

**RATES** (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

### POSITIONS WANTED

**WANTED — EXPERIENCED HARDWARE** salesman is open for position as hardware or paint traveller with reliable firm; can furnish best of references. Apply Box 311, Hardware and Metal, Toronto.

**AN EXPERIENCED HARDWARE MAN** desires position with wholesale or retail. Capable of managing; at present employed. Total abstainer. Married. Best references. Box 310, Hardware & Metal, Toronto. (40)

**SPECIALTY SALESMAN DESIRES POSITION** as sales manager or traveler. Twelve years' experience calling upon Ontario hardware trade. Box 313, Hardware and Metal.

**WANTED—ROAD POSITION IN WESTERN** Canada by successful salesman with 14 years' hardware experience, eight years on road in Ontario for large manufacturer of hardware. Can furnish best of references. Box 509, Hardware and Metal. (37)

### SITUATIONS WANTED

**THE "CHANGING TIME" IS GETTING** near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try in out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

### AGENCIES WANTED

**THE SUREST WAY FOR THE MANUFACTURERS'** agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

### STORE EQUIPMENT FOR SALE

**YOU MUST HAVE A LOT OF OLD FIX-**tures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

**FIFTY DOLLARS TIED UP IN OLD FIX-**tures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

### SITUATIONS VACANT

**WANTED—RELIABLE MAN AS BOOK-**keeper and to look after finances of retail hardware business in central Ontario. One able to assist in management of store preferred. Address, stating experience and salary expected, Box 668, Trenton, Ont.

**WANTED—A YOUNG MAN WITH EXPERI-**ence in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

**MORE THAN 25 APPLICATIONS FROM A** single "Want" advertisement in Hardware and Metal, is the recent experience of one Western Ontario merchant. If you have an opening for a clerk or travelling salesman, you can reach the right man with a condensed advertisement in Hardware and Metal. Remember that the ablest and most ambitious men in the Canadian hardware trade are the most regular readers of Hardware and Metal.

### BUSINESS CHANCES

**IF YOUR HARDWARE BUSINESS IS FOR** sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

### MISCELLANEOUS

**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-**stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

**HARDWARE STORE BUSINESS METHODS** —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

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Starke, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax;

Merrick-Anderson Co., Winnipeg.

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## CLASSIFIED LISTS OF ADVERTISEMENTS

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Du Pont Powder Co., Wilmington, Del.

**Pulleys**

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

The Maytag Co., Ltd., Winnipeg.

**Pump Valves**

Canadian Consolidated Rubber Co., Montreal.

Darling Bros., Ltd., Montreal.

**Pumps, Iron**

Aylmer Pump & Scale Co., Aylmer.

Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Richmond Pump Co., Winnipeg.

**Pump, Power, Hand**

Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

Darling Bros., Ltd., Montreal.

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.

**Putty**

Benj. Moore & Co., Ltd., Toronto.

Brandram-Henderson Co., Montreal.

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

G. F. Stephens & Co., Winnipeg.

**Racks, Wire Cloth Display.**

R. M. Bowser & Son, Renfrew, Pa.

**Ranges**

Clare Bros. & Co., Ltd., Preston, Ont.

Thos. Davidson Co., Montreal.

Findlay Bros., Carleton Place.

**Radiators**

Clare Bros. & Co., Ltd., Preston, Ont.

**Rat Traps**

Canada Wire & Iron Goods Mfg. Co., Hamilton.

**Rasps**

Delta File Works, Philadelphia.

Henry Disston & Sons, Toronto.

**Razors**

Geo. Butler & Co., Ltd., Sheffield, Eng.

Geneva Outlery Co., Geneva, N.Y.

Jonathan Crookes & Son, Sheffield, Eng.

Jas. Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Geo. Wolstenholme & Son, Sheffield, Eng.

**Razor Hones**

Carborundum Co., Niagara Falls, N.Y.

Geneva Outlery Co., Geneva, N.Y.

**Reamers**

Butterfield & Co., Rock Island, Que.

Pratt & Whitney Co., Dundas, Ont.

Whitman & Barnes, St. Catharines.

**Red Lead**

Brandram-Henderson Co., Montreal.

**Registers**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

**Refrigerators**

The Thos. Davidson Mfg. Co., Ltd., Montreal.

Janderson-Harold Co., Ltd., Paris, Ont.

**Reinforcing Concrete**

Canada Wire & Iron Goods Co., Hamilton, Ont.

Dominion Iron & Steel Co., Sydney.

McGregor-Banwell Fence Co., Walkerville, Ont.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

The Steel Co. of Canada, Ltd., Hamilton.

**Revolvers**

Colt's Patent Fire Arms Co., Hartford, Conn.

Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

**Rifles**

Marble Arms & Mfg. Co., Gladstone, Mich.

Remington-Arms U-M-C Co., Windsor.

Ross Rifle Co., Quebec.

**Rifle and Shotgun Sights**

Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Marble Arms & Mfg. Co., Gladstone, Mich.

**Rivets**

Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Northern Bolt & Screw Co., Owen Sound, Ont.

Farmer & Bulloch Co., Gananoque.

Steel Co. of Canada, Hamilton.

**Roofers, Shingles**

McFarlane Ladder Works, Toronto.

**Roofing**

Bird & Son, Hamilton.

H. S. Howland, Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.

J. H. McComb, Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto.

Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Roofers Supply Co., Ltd., Toronto.

**Roofing Supplies**

Bird & Son, Hamilton.

Metallic Roofing Co., Toronto and

Winnipeg, Man.

Roofers Supply Co., Ltd., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Runways, Electric**

Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

**Rules and Gauges**

Jas. Chesterman & Co., Ltd., Sheffield, England.

Lufkin Rule Co., Windsor.

L. S. Starrett Co., Athol, Mass.

**Rubber Cement**

Canadian Consolidated Rubber Co., Montreal.

Saws

E. C. Atkins & Co., Hamilton.

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Cross-Cut

E. C. Atkins & Co., Hamilton.

Aylmer Pump & Scale Co., Aylmer.

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

R. H. Smith Co., Ltd., St. Catharines, Ont.

Victor Saw Works, Hamilton, Ont.

**Saws, Circular**

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Hand

Henry Disston & Sons, Toronto.

Simonds Canada Saw Co., Montreal.

R. H. Smith Co., Ltd., St. Catharines, Ont.

Scales

Aylmer Pump & Scale Co., Aylmer, Ont.

John Chatillon & Sons, New York, N.Y.

Landers, Frary & Clark, New Britain, Conn.

Walter Woods & Co., Hamilton.

Screen Doors and Windows

Sanderson, Harold Co., Paris, Ont.

Screen Door Sets

The Stanley Works, New Britain.

Screw Plates

Butterfield & Co., Rock Island, Que.

Screw Drivers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits

Buck Bros., Milbury, Mass.

Screw Drivers, Pockets

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts

Northern Bolt & Screw Co., Owen Sound, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood

Steel Co. of Canada, Ltd., Hamilton.

Seythes, Stones

The Carborundum Co., Niagara Falls, New York.

Shears, Scissors

Henry T. Seymour Shear Co., New York.

Aome Shear Co., Bridgeport, Conn.

Landers, Frary & Clark, New Britain.

Geo. Wolstenholme & Sons, Sheffield, Eng.

Sheet Metal Products

Thos. Davidson Mfg. Co., Ltd., Montreal.

Metallic Roofing Co., Ltd., Toronto.

Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelf Boxes

Cameron & Campbell, Toronto.

Shellac

Berry Bros., Walkerville, Ont.

Douglall Varnish Co., Ltd., Montreal.

Shelving, Steel Store

The Dennis Wire & Iron Works, London, Ont.

Shock Absorbers

Adams Mfg. Co., Hamilton.

Richards-Wilcox Canadian Co., London, Ont.

Shot Guns

Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Caverhill, Learmont & Co., Montreal.

Sieves and Screens

B. Greening Wire Co., Ltd., Hamilton.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons

Beatty Bros., Limited, Fergus, Ont.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Silo Roofs

Metallic Roofing Co., Ltd., Toronto.

Winnipeg, Man.

**Silverware**

Geo. Butler & Co., Ltd., Sheffield, Eng.

Canadian Wm. A. Rogers, Ltd., Toronto.

Oneida Community, Ltd., Oneida, N.Y.

**Skylights**

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Pedlar People, Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

**Sliding Door Hardware**

Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels

The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder

Canada Metal Co., Ltd., Toronto.

Hot Metal Co., Toronto.

Owl Metal Co., Winnipeg.

Spark Plugs

Canadian Carbon Co., Ltd., Toronto.

Eclipse Mfg. Co., Indianapolis, Ind.

Hyslop Bros., Ltd., Toronto.

Interstate Electric Novelty Co., Toronto.

Splicing Compound

Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods

Thos. Davidson Mfg. Co., Montreal.

Horton Mfg. Co., Bristol, Conn.

H. S. Howland, Sons & Co., Toronto.

Marble Arms & Mfg. Co., Gladstone, Mich.

St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprays

Collins Mfg. Co., Toronto.

Eureka Planter Co., Woodstock.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Beatty Bros., Ltd., Fergus, Ont.

The Dennis Wire & Iron Works, London, Ont.

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Berry Bros., Walkerville, Ont.

Brandram-Henderson, Ltd., Halifax.

Canada Paint Co., Ltd., Montreal.

Douglall Varnish Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Stains, Wood

A. Ramsay & Son Co., Montreal.

Berry Bros., Walkerville, Ont.

Douglall Varnish Co., Ltd., Montreal.

G. F. Stephens & Co., Winnipeg.

Staples

Frost Steel & Wire Co., Ltd., Hamilton.

The Stanley Works, New Britain.

Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip

The Stanley Works, New Britain, Conn.

Sleighs

J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops

Dominion Iron & Steel Co., Ltd., Sydney.

Steel Co. of Canada, Ltd., Hamilton.

Winnipeg, Man.

Stencils

Hamilton Stamp & Stencil Co., Hamilton, Ont.

Stepladder Chairs

McFarlane Ladder Works, Toronto.

Stratford Mfg. Co., Ltd., Stratford.

Stress Ladders

F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies

Butterfield & Co., Rock Island, Que.

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Mainer Electric Co., Ltd., Winnipeg.

Stoves, Furnaces



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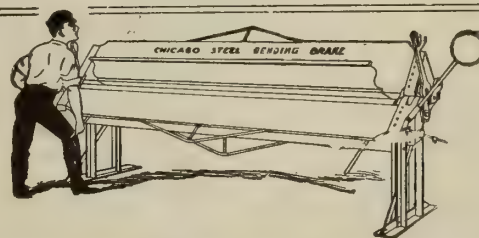
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Winnipeg Ceiling & Roofing Co., Winnipeg.

### Vises

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North Bros. Mfg. Co., Philadelphia.

### Vises, Oval Slide

National Machinery & Supply Co., Ltd., Hamilton.

### Vises, Pipe

National Machinery & Supply Co., Ltd., Hamilton.

### Vulcanizers

Adamson Mfg. Co., Hamilton.

### Wall Board

Bird & Son, Hamilton.

### Wall Scrapers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

### Wash Boards

Wm. Cane & Sons Co., Newmarket.  
Meakins & Sons, Hamilton.  
Walter Woods & Co., Hamilton.

### Washing Machines, Electric and Power

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Cummer-Dowsell Ltd., Hamilton.  
The Maytag Co., Ltd., Winnipeg, Man.  
Nineteen Hundred Washer To., Toronto.  
One Minute Mfg. Co., Toronto.

### Washing Machines, Hand

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Cummer-Dowsell, Ltd., Hamilton.  
Mainer Electric Co., Ltd., Winnipeg.  
The Maytag Co., Ltd., Winnipeg, Man.  
Nineteen Hundred Washer To., Toronto.

### Wagon Jacks

Richards-Wilcox Canadian Co., London, Ont.

### Washers

London Rolling Mill Co., London, Ont.  
Steel Co. of Canada, Ltd., Hamilton.  
Wrought Washer Mfg. Co., Milwaukee.

### Waste Baskets

The Dennis Wire & Iron Works, London, Ont.

### Water Bowls for Animals

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

### Water Bowls

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

### Well Curbing

Pedlar People, Oshawa, Ont.  
Winnipeg Steel Granary & Culvert Co., Winnipeg.

### Whisks

American Broom Works, St. Basil.  
Boeckh Bros. Co., Toronto.  
Meakins & Sons, Ltd., Hamilton.  
T. S. Simms & Co., St. John, N.B.  
Stevens-Hepner Co., Ltd., Port Elgin.  
Walter Woods & Co., Hamilton.

### White Lead

Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.

### Wholesale Hardware

Caverhill, Leamont & Co., Montreal.  
H. S. Howland, Sons & Co., Montreal.  
Lewis Bros., Ltd., Montreal.

### Winches

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

### Window Guards

The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.  
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

### Wire

The British Aluminum Co., Ltd., London, Eng.  
Colonial Wire & Mfg. Co., Ltd., Montreal.  
Dominion Iron & Steel Co., Ltd., Sydney, C.B.  
Frost Steel & Wire Co., Ltd., Hamilton.  
B. Greening Wire Co., Hamilton.  
The Laidlaw Bale-Tie Co., Ltd., Hamilton.

Northern Bolt & Screw Co., Owen Sound, Ont.  
The Western Wire & Nail Co., Ltd., London, Ont.

### Wire Cloth Display Racks.

R. M. Bowser & Son, Renfrew, Pa.

### Wire Cutters

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

### Wire Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.  
McGregor-Banwell Fence Co., Walkerville, Ont.

### Wire Door Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire, Iron, Steel, Brass and Copper

Colonial Wire & Mfg. Co., Montreal.  
Dominion Iron & Steel Co., Ltd., Sydney.  
B. Greening Wire Co., Ltd., Hamilton.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.  
Western Wire & Nail Co., London.

### Wire Mats

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire, Bright Annealed

Frost Steel & Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.

### Wire Goods

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
McGregor-Banwell Fence Co., Walkerville, Ont.

### Wire Products

Canada Wire & Iron Goods Mfg. Co., Hamilton.

The Dennis Wire & Iron Works, London, Ont.  
Dominion Iron & Steel Co., Ltd., Sydney.

### Wire Rope

B. Greening Wire Co., Ltd., Hamilton.

### Wire Springs

The Dennis Wire & Iron Works, London, Ont.  
B. Greening Wire Co., Ltd., Hamilton.

### Wire Stretchers

Richards-Wilcox Canadian Co., London, Ont.

### Wood Finishes

Berry Bros., Walkerville.  
Dougall Varnish Co., Ltd., Montreal.  
Pratt & Lambert, Bridgeburg, Ont.  
G. F. Stephens & Co., Winnipeg.

### Woodenware

Boeckh Bros. Co., Toronto.  
Wm. Cane & Sons Co., Ltd., Newmarket.  
Meakins & Sons, Ltd., Hamilton, Ont.  
McFarlane Ladder Works, Toronto.  
Stratford Mfg. Co., Ltd., Stratford, Ont.  
Walter Woods & Co., Hamilton.

### Woven Wire Fencing

The Dennis Wire & Iron Works, London, Ont.  
Frost Wire Fence Co., Ltd., Hamilton, Ont.  
Dominion Iron & Steel Co., Ltd., Sydney.

### Wrenches

Frank Mossberg Co., Attleboro, Mass.  
Trimont Mfg. Co., Roxbury, Mass.  
Whitman & Barnes Mfg. Co., St. Catharines.

### Wringers

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.  
Cummer-Dowsell, Ltd., Hamilton, Ont.  
The Maytag Co., Ltd., Winnipeg.  
The Nineteen Hundred Washer Co., Toronto.  
Walter Woods & Co., Hamilton.



# Mentally, are you inferior to a bank president?

This advertisement is addressed to the younger men at or near the head of business houses.

It is addressed to you because you have ambition not chilled by the experience of many failures.

It is addressed to you because you have a will—and the strength—to attempt big things.

It is addressed to you because the circumference of your world is always widening—this because of energy on your part and a vision of things far off.

Your world is the world of money and business—very big worlds. They are worlds concerning which you ought to know much.

In particular, you want to know—or should—about Money and Business in Canada. This desirable and essential knowledge can be obtained from reading and study.

But you require an index—a guide, and this you will find in THE FINANCIAL POST, a weekly newspaper, the subscription price of which is \$3.00 a year.

This newspaper tells you about Money and Business in Canada. It lifts you out of your own rather confined world, and puts you into the world of the men who are doing big things.

Now it is clear that you can make more money if you understand Money and Business after the manner of these men at the head of our great banks, financial institutions and manufacturing establishments.

These men are probably not a whit better equipped mentally than you. Their advantage lies in this circumstance: namely, that they have chosen to live in a bigger world—the world of Big Money and Big Business. And living in this world, they have stretched out farther and higher—in the direction of richer prizes, by preparing themselves constantly for greater opportunities.

This is why we urge you to become a regular reader of THE FINANCIAL POST OF CANADA.

And as a young man of ambition and outlook, you will, we feel sure, fill in the form below and return to us.

Now this same Big World is open to you—but you must enter it of your own accord, and with a sincere purpose to become familiar with it. The bigger world will adopt you and reward you if you choose to live in it.

The Post's Business Outlook alone will give you an invaluable acquaintance with big affairs and with the tendencies in business. This helps to give you that foresight so essential in directing your own business to greater success. Read The Post for this Business Outlook if for nothing more. It alone may easily be worth the subscription price to your business.

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Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

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"I am at a loss to find words to express my admiration for this wonderful piece of mechanism. I have a large collection of rifles, but I shall never again shoot any other but the Ross. I killed two powerful bulls, in under ten seconds, offhand, at four hundred yards, each shot once, and both fell dead in their tracks."

**RALPH EDMUNDS, Lawyer**  
Idaho Falls, Idaho

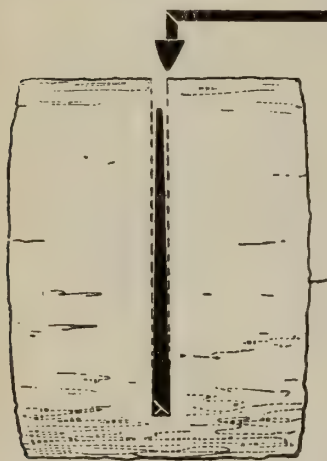
The above extract indicates a few reasons for the great prestige enjoyed by the Ross .280 Sporting Rifle. Accuracy, low trajectory and tremendous power make it an ideal big game rifle.

The Ross .303 Sporting Models are also very popular. They are well finished, accurate and hard-hitting guns, superior to anything of their own price on the market. They shoot the easily obtainable .303 British Ammunition.

The demand for the Ross .22 Cadet Rifle is daily increasing, as hundreds of people are taking up target shooting. This rifle is the official arm for Canadian Cadet Corps, and is therefore a safe, reliable and accurate weapon.

*For catalogues, discounts, etc., address*

**ROSS RIFLE COMPANY - Quebec**



*Ground so they can't bind.*

# CROSS-CUT SAWS ATKINS

Of course, there is easily a larger profit in them. You simply show their easy running and fast cutting qualities, explain the toughness of Sterling Steel. Any customer will pay your price. Try a box of twenty-five or a dozen. We'll make good.

**E. C. ATKINS & CO.**

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell Street

*If interested, tear out this page and keep with letters to be answered.*



# The Metals That Give Satisfaction Day In And Day Out

Hoyt's  
Frost King  
Babbitt



Hoyt's  
Nickel Genuine  
Babbitt

A first-class all-round Babbitt. It will not only take care of high speed, but will stand up to heavy work in an extraordinary way.

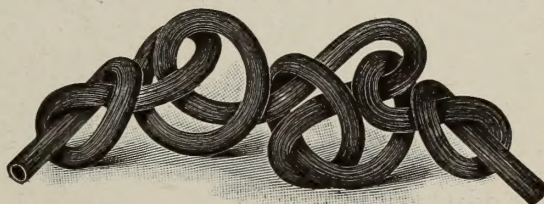
For saw mills, planing mills, threshing engines, traction, rolling mills, pulp machinery engines, it is without equal.

**HOYT METAL COMPANY**  
EASTERN AVENUE  
and LEWIS STREET  
TORONTO  
New York, N.Y.; London, Eng.; St. Louis, Mo.  
SALES, 5,000,000 DOLLARS ANNUALLY.

Is designed especially for use in gas engines, gasoline engines, and all classes of marine engines, and is especially adapted for automobiles. For heavy duty high speed work is probably as perfect as an alloy can be made.  
This alloy is exceedingly tough and durable.

# "Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED  
SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

# LUFKIN

Spring Joint Wood Rules  
WITH FOLDING HOOK

ENTIRELY NEW

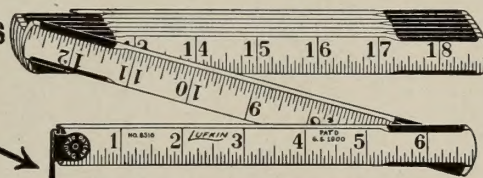
WILL CERTAINLY APPEAL TO MECHANICS

Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

**THE LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES



# TINKER TOM'S TALKS

## Talk Number Sixty-eight

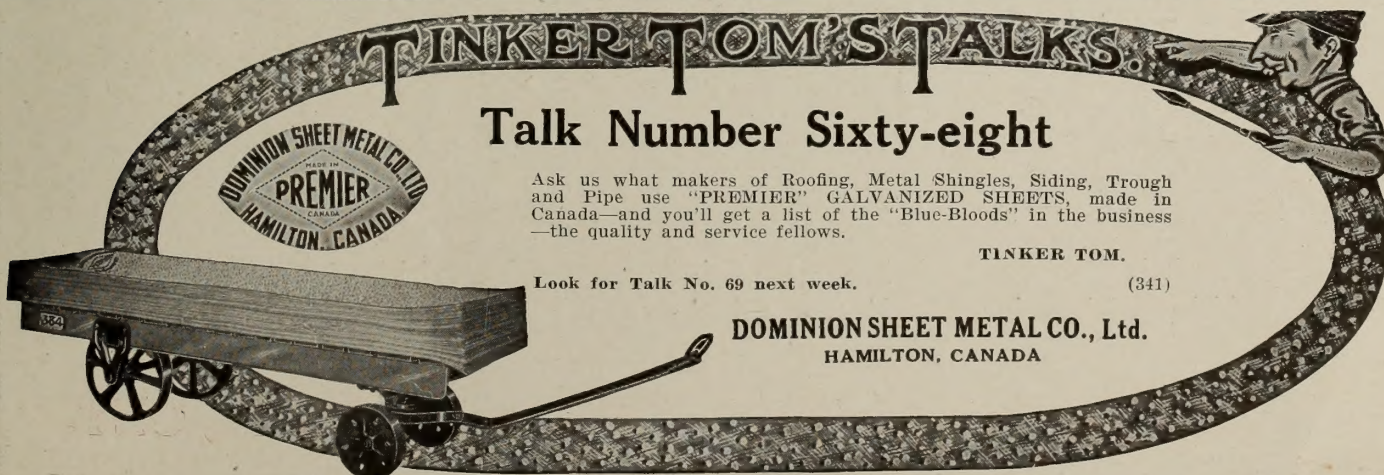
Ask us what makers of Roofing, Metal Shingles, Siding, Trough and Pipe use "PREMIER" GALVANIZED SHEETS, made in Canada—and you'll get a list of the "Blue-Bloods" in the business—the quality and service fellows.

TINKER TOM.

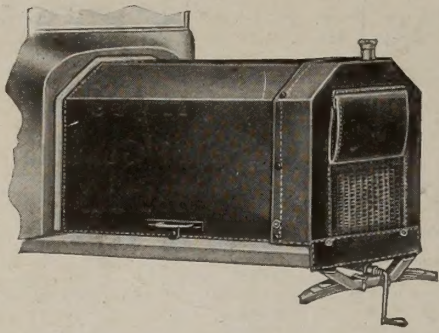
Look for Talk No. 69 next week.

(341)

**DOMINION SHEET METAL CO., Ltd.**  
HAMILTON, CANADA







# McKinnon Hood and Radiator Covers

*As warm as the sun*

They are made of weather, wind and waterproof imitation leather, lined with heavy jute wadding. Tailored to fit as close and snug as a glove.

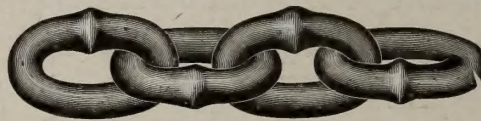
**It's time to order them now.**

An excellent line for Hardware Dealers. It requires no technical knowledge about automobiles to sell them. Your regular salesmen can handle McKinnon Hood and Radiator Covers, and they will net you a good profit. Why not write for prices right now, while it's on your mind?

**McKINNON DASH COMPANY**

St. Catharines, Ontario

***All Chain  
is  
Proof-tested***



*Design Patented*

***Certificates  
of test  
furnished***

## McKINNON ELECTRIC SWELL-WELD CHAIN

Tests taken at McGill University have proved our ELECTRIC WELDED chain to be fully 25% STRONGER than B.B.B. FIRE WELDED chain. The chain tested was taken from the stock of a Montreal Jobber.

The three principal reasons for this increased strength are: 25% more welding surface allowed by the swell-weld, special analysis material, and care in manufacture. It is only natural that successful products should be imitated. Protect yourself by asking for McKinnon Chain.

**McKINNON CHAIN CO. - ST. CATHARINES, ONT.**







